

# **ACHIEVEMENT TRAINING CORPORATION**

*Enabling Improved Performance*

## ***Most business problems are caused by:***

- ✍ Absence of Performance Standards
- ✍ Inadequate or Undefined Procedures
- ✍ Inattention to Motivational Factors
- ✍ Lack of Goals / Undefined Direction
- ✍ Untrained People / Underutilized Resources

## ***Examples of problems include:***

- ✍ Inefficient Operations
- ✍ Organizational Atrophy
- ✍ Poor Communications
- ✍ Quality Deficiencies
- ✍ Repetitive Errors

## ***Consequences of these problems, if left unsolved include:***

- ✍ Defection of Customers and Employees
- ✍ Exposure to Employment, Environmental or Safety Litigation
- ✍ Failure of Critical Systems
- ✍ Increased Costs / Reduced Revenue
- ✍ Wasted Time and Materials

## ***Solutions include:***

- ✍ Leadership Retreats to Clarify Vision and Set Goals
- ✍ Planning Sessions to Define Problems, Causes and Solutions
- ✍ Defining and Documenting Business Practices and Processes
- ✍ Implementation of Knowledge Systems & Performance Support Tools
- ✍ Formal and Informal Training Programs

## ***Benefits these solutions produce include:***

- ✍ Consistent Performance
- ✍ Improved Quality
- ✍ Increased Productivity
- ✍ Increased Commitment to Organizational Goals

## ***Results achieved through these solutions include:***

- ✍ Improved Rate of Return
- ✍ Increased Sales and Profits
- ✍ Delighted Customers and Stakeholders
- ✍ Enhanced Public Image