

PROFIT ADVENTURE™ - MANUFACTURING

The implementation of **PROFIT ADVENTURE™** will improve financial results within six months and unite participants under a common set of objectives.



PROFIT ADVENTURE™ - Manufacturing is a practical and engaging workshop to educate employees how their daily decisions impact profitability, teamwork and company goals. It is targeted to employees and managers primarily in manufacturing, distribution, purchasing and sales. This one-day workshop consists of:

Board Game Simulation

The simulation teaches critical financial literacy skills in a fun, highly-engaging and non-threatening manner. Participants become owners of a manufacturing company and are given “three years” to achieve shareholders expectations in areas such as growing sales, improving return on sales, and reducing direct cost per unit. They learn the importance of:

- Balancing production and sales and the financial implications when production and sales don't work as a team
- Managing inventory levels, turns and associated costs
- Optimizing assets and maintaining a high level of production efficiency
- Cash flow, cost reduction, sales growth, and margin improvement

Numerous real-life variables are introduced to accurately reflect the challenges faced by employees in manufacturing environments.

The 1% Difference

A key lesson participants take away from this exercise is the profound multiplier effect daily decisions have on efficiency and profitability. This is achieved by examining how seemingly insignificant decisions, such as reducing cost per unit by just 1%, affects your company's bottom line. As we trace the impact of these decisions through the income statement and calculate their effect on profitability, the results are amazing to most employees.

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Your Customized Applications Exercise

The next step is to transfer the skills and concepts learned earlier in the day to your business. This half day is totally customized to your organization. We design it according to your “desired outcomes” and use your financial data and operational ratios to demonstrate the effect small changes have on your bottom line. Finally, we work through an interactive process to develop realistic, actionable items that will positively impact the productivity and profitability of your business.

What's Unique

- Experiential simulation with several decision points - no predetermined outcomes
- Links the conceptual learning to action items that can be applied immediately
- Each session is customized to your business
- Clearly demonstrates the affects of daily decisions on the bottom line
- The cross functional roles within the simulation foster a strong appreciation of how all areas of the business have to work harmoniously to optimize results
- Facilitators have extensive business backgrounds

Results

Every session of PROFIT ADVENTURE™ is customized to your specific needs and aligned to your desired outcomes. Therefore, results vary by company. However, some of the most common outcomes include:

- Margin improvement
- Improved inventory turns
- Improved asset management
- Expense reduction
- Enhanced teamwork

We would be pleased to provide you with references to learn more specifically how other companies have improved financial performance, as a result of PROFIT ADVENTURE™.

Contact Us

For further information on PROFIT ADVENTURE™ - Business or any of our other programs visit www.profitadventure.com or contact Penn Post, agent for Lyons & Associates at:

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