

PROFIT ADVENTURE™ - SERVICES

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



PROFIT ADVENTURE™ Services is a practical, engaging workshop to educate employees how their daily decisions impact profitability, teamwork and company goals. The simulation is based on the realities found in labour intensive service organizations where people truly are your most important asset. This one-day workshop consists of:

Board Game Simulation

The simulation teaches critical business and financial literacy skills in a fun, highly-engaging and non-threatening manner. Participants become owners of a service company and are given “three years” to achieve shareholder expectations around key financial and business measures. Participants learn the importance of:

- Improving customer satisfaction
- Finding ways to optimize their most important resource, their people
- Cash flow, cost reduction, sales growth and margin improvement

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

The 1% Difference

A key lesson participants take away from this exercise is the profound multiplier effect daily decisions have on profitability. This is achieved by examining how seemingly insignificant decisions, such as reducing expenses 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 ½ 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 service levels
- 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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