

PRODUCTIVITY, PROFITABILITY AND RESOURCEFULNESS IN EDUCATIONAL INSTITUTIONS

Goal = A school that outlives founder.

To thrive independent of anyone.

Relentless profitability, progress.

To become the best in the city.

Team Building: Team work.

Develop competitive Advantages.

Results orientation: Reputation
for Results.

Individual KRAs, Positions.

Link Performance Rating to
Results.

Practice Kaizen: To do list.

Repeated, endless little incremental improvements.

Establishing idea Banks.

The Staff Suggestion Scheme.

The line of Sight.

Relentless pursuit of Excellence.

Money.

Profit is income minus expenses.

Key is net profit.

Pareto principle in profit disbursement.

80:10:10

The sinking fund. Corporate charity.

80/20 Law & Resource Allocation.

Marketing: 2 Reasons to start Business.

Win Customers. Keep Customers.

Every Staff, a sales person.

The Mix: Place. Price. Promotion.

Product.

Repeat start up promotion
endlessly.

Radio: TV gingles.

Social media. Fan page on
Facebook, E-mail, Mass SMS.

TO WIN & KEEP CUSTOMERS.

THE SUGGESTION SCHEME:

THANK

YOU.