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Theory of Constraints - Ask Dr Lisa Newsletter

We have dramatically REDUCED THE PRICE of our ON-LINE Mafia Offer Boot Camp! You have no excuses!

www.MafiaOfferBootCamp.com

Next Velocity Scheduling System (DBR) for Job Shops starts December 1, 2009 & reg is LIVE.

www.VelocitySchedulingSystem.com

For a daily TOC tip, follow me on [Twitter](#).

POOGI #49: We are continuing our series based on [The Goal](#) by Eliyahu M Goldratt and the [Theory of Constraints](#). {This series was co-written with [Brad Stillahn](#)}

Do-it- yourself 'Viable Vision' continued ...

Brad: "Most businesses find that their fixed costs increase nearly proportionately when sales increase. How is this avoidable?"

Dr Lisa: "Yes, and some gleefully hit a sales goal only to notice that profits have decreased due to having to increase fixed costs to meet the goal."

Dr. Lisa: "By leveraging the resources they have. There needs to be a monitoring system for the performance of operations. By determining the reasons why due-date commitments are threatened, actions can be taken-using lean and six sigma tools-to improve performance, normally without adding resources."

Brad: "Can a small business owner lead this kind of improvement process?"

Dr. Lisa: "Sure. The companies going through the Velocity Scheduling System Coaching Program are doing that now. They are getting to 100% due date performance in about 2 months WITHOUT a consultant camped in their conference room and at a fraction of the price. Next, those companies will participate similarly in an on-line version of the Mafia Offer Boot Camp. The combination of those 2 programs will get

those companies on their way to a Viable Vision."

Dr Lisa: "Actually, having the owner and his/her executive team really drive Viable Vision kind of improvement is the only way to go. They just need a proven process and little coaching so they know how to apply the concepts to their situation along the way."

If you are a business owner that would like to turn your company's sales level into its profit level in four years or less, please contact Brad Stillahn at Brad@ScienceofBusiness.com with an email that says "I'm interested". We recommend our www.MafiaOfferBootCamp.com to develop your Mafia Offer, and our www.VelocitySchedulingSystem.com to achieve 'perfect' operations

Here's to maximizing YOUR profits!

Dr Lisa Lang

P.S. If you have an internal constraint (not 100% on time), check out www.VelocitySchedulingSystem.com Group 5 starts December 1! (for job shops only)

P.P.S. If you have an external constraint, check our our ON-LINE at www.MafiaOfferBootCamp.com ; GROUP and PRIVATE Mafia Offer Boot Camps at www.MafiaOffers.com

P.P.P.S. If you have a cash constraint ACT NOW! Free cash video, click here --> [The Fastest Way to Increase Cash Flow.](#)

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