



June 2014 - Issue #100

Welcome from Lisa

I feel extremely fortunate - my dad is home from the hospital (given he's had 5 strokes, he is doing miraculously well); it is summer break (which I'm SOOO happy for a break for my mom and nephew); I'm going to a few of my favorite spots later this year for work & fun; I'm going into my 10th year of my consulting business AND I'm especially proud to announce that this is my 100th newsletter!

I'm thrilled to celebrate my 100th newsletter - started off with ZERO formatting in Microsoft Word (clearly made a bit of progress: -)) but included pragmatic tips from the start!

In celebration of this milestone, I've written a special article with 100 of my favorite tips, best practices and strategies for elevating business performance and advancing your career.

In addition, I wanted to take a minute to THANK you. I wouldn't be here without you, and I've appreciated your comments, suggestions, ideas and debate. Additionally, I'd like to thank my "start up advisor team" (several of my PaperPak colleagues and mentors, Vicki, Sandi, Debra, etc.), my family (even though it is out of the box for my parents, they have been nothing but supportive and always interested in "new" projects), my professional/ trusted advisor team, my clients, and my APICS, ProVisors & consulting colleagues and friends.



Here's to the next 100!! In addition, it seemed a great time to announce that I'll be launching a brief, weekly "I've been thinking" series from the Manufacturing Connector starting in July. Stay tuned for my thoughts and ideas re: a recent news article, a client success or watch-out.

IN THE NEWS

Please check out my latest speeches, articles & quotes:

- Interviewed in *Computerworld's* "[How to get a job in manufacturing IT](#)".
- Published "[Overcoming Project Bottlenecks](#)" in *Project Times*.

Lastly, I am very excited that I've been selected to speak at [APICS 2014](#) on "Skills gap: Empower Yourself & Employees for Success" in New Orleans on October 19th - 21st.

Enjoy,
Lisa

Email

[LMA Consulting Group, Inc.](#)

P.S. Please think of me if you should know anyone who would like to connect business objectives with results.

To celebrate my 100th newsletter, I wanted to share 100 of my favorite tips, best practices and strategies with you. My hope is that they will give you and your team ideas for elevating business performance and advancing your career.

I've included tips from all of my service lines - *Eagle Eye Strategic Focus, The Strongest Link in Your Supply Chain, the Systems Pragmatist & Profit through People.*



I look forward to hearing feedback as you try them out, and here's to the next 100!! Feel free to send topic requests and suggestions anytime.

1. [What is profit through people?](#)
2. [Those who continually learn will leapfrog the competition](#)
3. [What is the difference between an exceptional leader and the rest?](#)
4. [6 Strategies to become organized](#)
5. [Those who follow-up will always outshine their counterparts](#)
6. [Do you have to deal with difficult people? 6 tips for success](#)
7. [Training is key IF success is on the agenda. 5 tips to be effective](#)
8. [Which should you choose – million dollar idea or people?](#)
9. [What will motivate your team?](#)
10. [Are you interested in achieving work-life balance? 5 tips for success](#)
11. [Do you make your goals meaningful? 3 keys to success](#)
12. [5 essentials to retaining top talent](#)
13. [What really works in pay-for-performance systems?](#)
14. [What do you consider your #1 asset? It better be your employees!](#)
15. [What lessons can you learn from your worst leaders?](#)
16. [How do you develop a competitive edge with talent?](#)
17. [5 tips for conducting effective performance reviews](#)
18. [How do we overcome obstacles?](#)
19. [The hidden benefit of observation](#)
20. [What does it take to have a real team?](#)
21. [3 strategies to leverage the power of relationships](#)
22. [Almost 80% of manufacturers are experiencing a skills gap](#)
23. [Why are communications so difficult? Consider 3 factors](#)
24. [Presence trumps talent upfront – what should you do?](#)
25. [What is a systems pragmatist?](#)
26. [Throw out complex timelines to achieve success](#)
27. [3 ways to accelerate project results](#)
28. [Does project planning contribute to the success of strategy deployment?](#)
29. [Uncover 5 hidden opportunities for process improvement](#)
30. [Lean is uncommon common sense – 5 tenets to drive results](#)
31. [How do you turn data into dollars?](#)
32. [Do you consider I.T. or ERP experts as strategic partners? You should!](#)
33. [What are the 7 hot ERP system trends?](#)
34. [In today's complex world, simplicity will win the race](#)
35. [How can you leverage the often overlooked value of processes?](#)
36. [80% of ERP implementations fall short. Who are the stars?](#)
37. [It's never too soon to think about system and process design](#)
38. [Do you deliver projects on-time, on budget and on-results?](#)

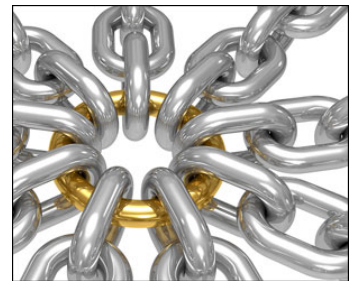
39. [5 strategies to improve processes](#)
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60. [To succeed in the new normal, e-commerce is no longer an option!](#)
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64. [What are 5 ways to collaborate effectively with your supply chain?](#)
65. [What are the 3 critical elements to supply chain strategy?](#)
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75. [What are 5 ways to bring sustainability to your company?](#)
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77. [How do we accelerate cash flow through supply chain innovations?](#)
78. [What are the top keys for success in defining and controlling costs?](#)
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85. [What is an eagle eye strategic focus?](#)
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94. [A top client issue is achieving cross-functional integration](#)
95. [Only 20% of mergers and acquisitions succeed: how integration is key](#)
96. [Have you thoughts about your organizational systems?](#)
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[PDF Version of 100 Best of 100 Profit through People Newsletter Tips](#)

The Strongest Link in Your Supply Chain Best of the 100: The Strongest Link

As I've been going through my hundreds of articles to put together the 100 tips, it's become obvious as to which topics resonated with me as those essential to delivering bottom line business results. Here are a few highlights from supply chain management:



1. **Demand Planning:** It starts here. What do you think your customers need? What will set you apart from the competition?
2. **Planning/ Inventory management:** Who doesn't have too much, too little, or not the "right" items at the "right" place at the "right" time throughout your end-to-end supply chain?
3. **Inventory accuracy:** Of course inventory accuracy affects efficiencies across the board but little matters if you cannot find your inventory to ship to the customer on time!
4. **Capacity & staffing** - Do you have the machines, tools and resources to produce the demand plan? Are they cross-trained?
5. **Customer service & lead times** - Is your supply chain set up to deliver on-time and with lead times which will edge out the competition?
6. **Logistics** - Are you warehousing, distribution and transportation processes set up to achieve your customer expectations at the lowest cost to you?
7. **Customer & supplier collaboration** - Only those who collaborate will thrive.
8. **SIOP/ S&OP** - aligns all functions on 1 plan while balancing supply with demand

Did you like this article? [Continue reading on this topic:](#)
[Why Become the Strongest Link in Your Supply Chain?](#)

The Systems Pragmatist Best of the 100: Systems Pragmatist

As I've been going through my hundreds of articles to put together the 100 tips, it's become obvious as to which topics resonated with me as essential to delivering bottom line business results. Here are a few highlights from the process and systems perspective:

1. **Base processes** - Too often, the foundation is overlooked. A simple yet essential starting point.



2. **Process improvement** - You can use tools such as Lean, the Toyota Production Systems or just uncommon common sense. Look for areas to improve.
3. **ERP Selection** - Focus on critical success factors and the rest will fall into place.
4. **Leverage ERP** - How do you utilize ERP to increase margins, reduce lead times, accelerate cash flow and improve efficiencies?
5. **Technology** - Don't fall in love with technology for technology's sake; however, which technology will help you improve your business performance? Focus there.

Project management - Little in terms of processes and systems will get done if you don't focus on project management.

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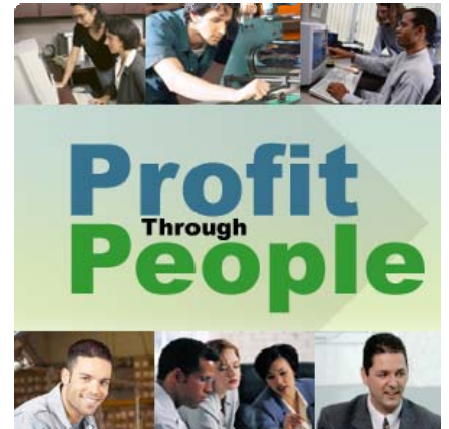
[What is a Systems Pragmatist?](#)

Profit through People

Best of the 100: Profit through People

As I've been going through my hundreds of articles to put together the 100 tips, it's become obvious as to which topics resonated with me as essential to delivering bottom line business results. Here are a few highlights from the people perspective:

1. **People are your #1 asset** - If you don't pay attention to your people, nothing else will matter. Start here.
2. **Retaining top talent** - It is not as simple as paying fairly. Those who retain top talent will thrive.
3. **It Begins & Ends with Leadership** - I still believe my HR mentor Debra's comments sum this up, "It begins and ends with leadership".
4. **Culture** - Very little progress can be made if culture doesn't support it. Set out to be deliberate about culture.
5. **Change management** - Too many companies fail when it comes to managing organizational change. People do not fear change; they fear not knowing where they are headed and not having control over their destiny.
6. **Performance management** - the most overlooked yet essential item. Make the time to talk with your people. How can your #1 asset not be important? Set goals. Provide feedback. Mentor.



Did you like this article? Continue reading on this topic:

[Profit through People](#)

Connections

Connections and relationships are the 80/20 of success!

- My APICS Inland Empire Chapter is looking for thought provoking speakers, tours and panelists. Please [email](#) with recommendations.
- My Ontario ProVisors group of trusted advisors is looking for attorneys. If you know of a top notch attorney in the IE, please refer them to [me](#).
- A colleague who is a great combination of a business development guru with extensive operations experience is looking for his next opportunity. He has vast Human Resources experience as well. It's hard to find good people in today's environment and so this could be a rare opportunity. To get in touch with him, email [Patrick Flaherty](#).
- My APICS chapter has a jobs board so if you want a job or need to fill a job that relates to supply chain and operations management, please take a [look](#).



CONNECTION SPOTLIGHT - HELEN ARAMBULO

This month, I'm featuring Helen Arambulo, a former colleague, APICS Board member and friend. Helen is dedicated to continuous learning and has a broad and diverse skillset ranging from accounting to purchasing to inventory to taxes. One of her ventures is a notary business. She will travel around the Temecula, Murrieta and surrounding areas for your notary needs. Helen stands out in the crowd with exceptional service and efficiency. If you have a need or know of anyone who has a need, please contact Helen at 951-775-9311.

NOTE: To submit an item for this section, please send me an email with a short description of your needs and an email address. Please note that NOT all requests will be published as it must fit the guidelines and align with the Profit through People brand.

What is *Profit through People*?

I've used the Profit through People brand since my newsletter's inception in 2006 as it resonated with me. Although I consult on topics within each of my service lines--Eagle Eye Strategic Focus, The Strongest Link in Your Supply Chain, the Systems Pragmatist & Profit through People--I find that people are key to success in every situation. If you are interested in elevating your business performance, please [contact us](#).



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