

Measurable Management<sup>®</sup> engages  
Team Leaders—the best consultants  
an organization has—to generate  
measurable results



Measurable Management<sup>®</sup> delivers  
continuous improvements based  
on the organization's key issues



# Measurable Management<sup>®</sup>

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## About the Program

Measurable Management<sup>®</sup> is a revolutionary vehicle for translating good intentions into measurable outcomes while initiating change that is both sustainable and profitable. This proven program leads to measurable improvement of organizational performance resulting in cost savings, increased productivity, improved efficiencies, reduced waste, etc. Measurable Management<sup>®</sup> was developed and introduced by UK based firm McQuillan-Byrne and is successfully being used throughout the U.S.

## Target Audience

Measurable Management<sup>®</sup> is aimed at team leaders, supervisors and first line managers.

## Program Curriculum

Measurable Management<sup>®</sup> has three primary platforms it is built upon:

1. The first platform is **Leadership and Team Building**. It equips leaders and supervisors with the tools they need to effectively facilitate change.

2. The second platform is the **Process Improvement** portion of the Measurable Management<sup>®</sup> Program, which provides your leaders with the knowledge they need to implement change.
3. The third platform is the practice of **implementing improvement** ideas that are directly related to the organization's key objectives.

Measurable Management<sup>®</sup> is designed to:

- develop leadership and teamwork
- translate strategy into measurable outcomes
- initiate change swiftly in a controlled and focused method
- overcome resistance to change

## Measurable Results

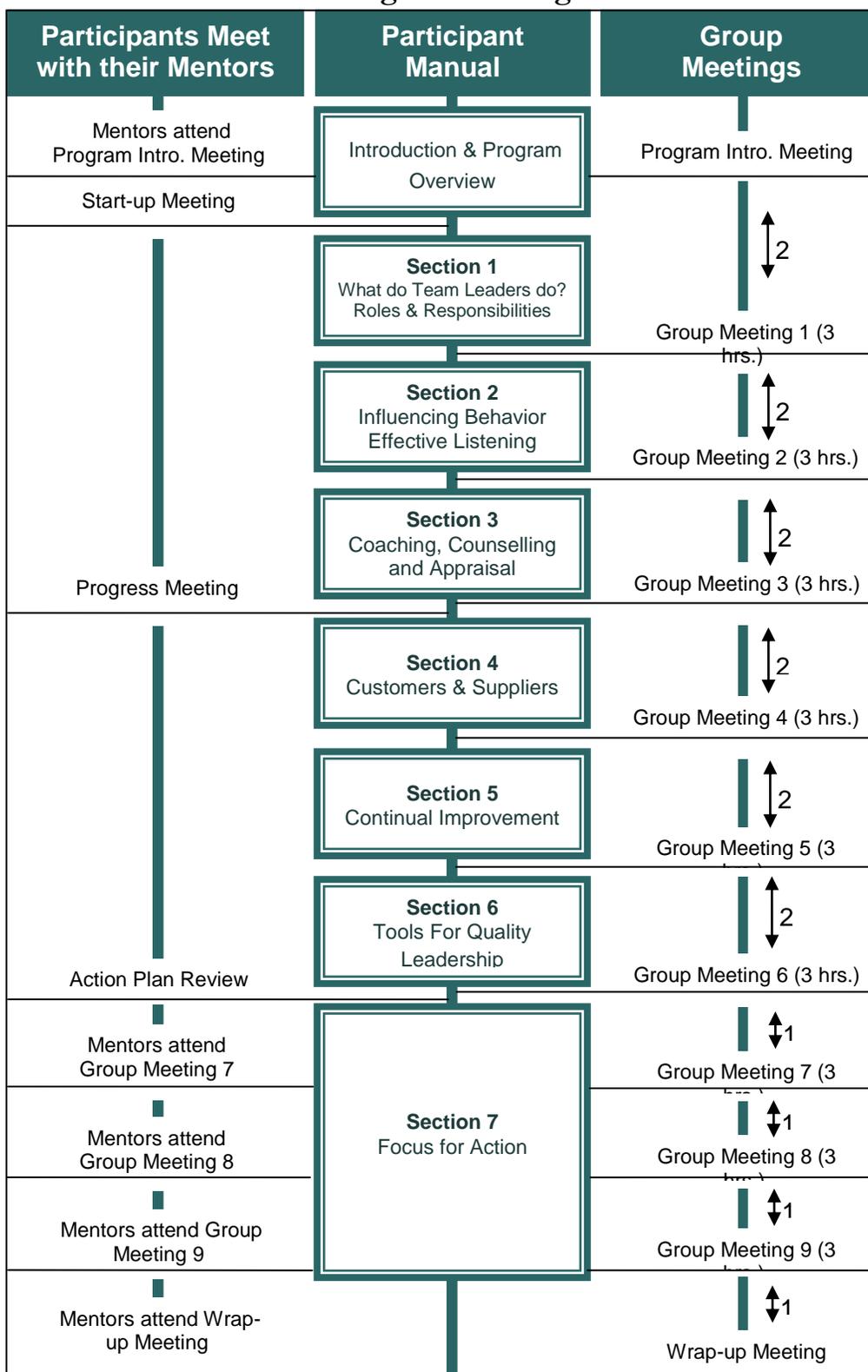
Your team leaders will devise and implement initiatives to improve business performance based on key objectives driven by organizational needs.

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**Bottom line—Measurable Management<sup>®</sup> brings tangible, measurable results including increased revenue, costs savings, increased productivity, improved efficiency, reduced waste, and a positive attitude for change with your workforce. The measurable outcomes will provide a return on investment greater than the cost . . . we guarantee it!**

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## Measurable Management<sup>®</sup> Program Structure



The left column represents the participant's immediate supervisor's involvement in the program as a mentor.

The middle column represents the study sections in the Participant Manual.

The right column shows the group meetings that will be held with the participants and the time between each meeting—a total of 11 meetings over a 7 month period.

# Testimonials

## Shur-Co, Inc.

The first Measurable Management<sup>®</sup> program in the United States was implemented at Shur-Co, Inc. a family owned business with 270 employees located in the small community of Yankton, SD. The owner, Bill Shorma put the total management team, totaling 32 members, through the Measurable Management<sup>™</sup> program. At the end of the six month program, Bill has recorded \$1.4 million in financially measurable outcomes directly from improvements made by the participants. This represents a return 35 times greater than the original investment!

Bill Shorma, President  
[www.shurco.com](http://www.shurco.com)

**Measurable Management<sup>®</sup>  
is suitable for all  
organization types.**

## City of South Sioux City, NE

The first city government in the U.S. has completed the Measurable Management<sup>®</sup> program with outstanding success. During the program, the employees implemented process improvements that will generate savings of over \$500,000 in just the first year.

*"The program was designed to have everyone stop and think how they're doing things," South Sioux City's City Administrator, Lance Hedquist stated. "For department heads to see how they can save money and improve community services. Our city council has always been business-like in its approach and the city is known for its efficiencies, but as you can see, we can always do better."*

Lance Hedquist,  
City Administrator  
[www.southsiouxcity.org](http://www.southsiouxcity.org)

## AmericInn Motel

*AmericInn franchise Owner, Kyle Johnson said, "I've been through many management courses and Measurable Management<sup>®</sup> is by far the best. Some of the small ideas have turned into big gains. One idea at the front desk alone generated an extra \$24,000 in room sales. I'm so pleased with my experience with the program; I now intend to put other management and team members through the program."*



ALBER  
ENTERPRISE  
CENTER

1461 Mt. Vernon Ave.  
Marion, Ohio 43302-5628  
Phone: 740-725-6325  
Fax: 740-725-6333  
Email: [shuster.18@osu.edu](mailto:shuster.18@osu.edu)  
Website: [www.osustrainingtoyou.com](http://www.osustrainingtoyou.com)