

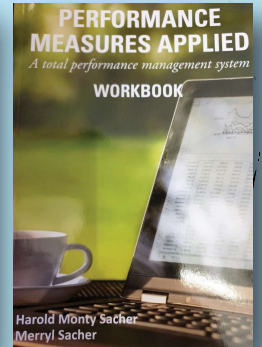
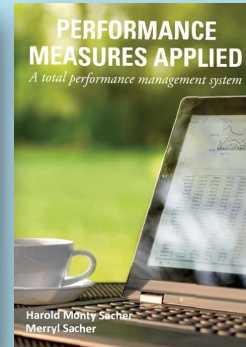
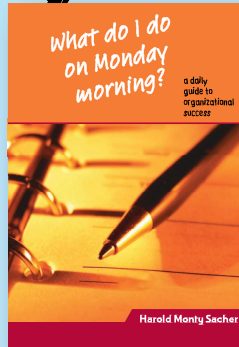


SACHER

# What do I do on Monday morning?

A workshop aimed at small to medium organisations in Regional Victoria

Three **FREE** Books!



How to **successfully lead my organisation to optimise profit and quality of life.**

#### You will learn:

- How to achieve measurable sustained performance improvement.
- How to develop, implement and improve a strategic plan that works.
- How to achieve total stakeholder satisfaction and quality of life.
- How to continuously, improve yourself and your organisation.
- What is best practice and how to apply it to your organisation.

Monty Sacher is an internationally known organisation development consultant specialising in improving performance in a variety of organisations. Examples are: Globally listed companies, Governments, the Military, and medium to small organisations from a wide variety of industries. He has also had several clients in regional Victoria.

He has worked in over 20 countries and is the author of eleven books on organisational effectiveness. His large clients include, BHP, Boral, Coca Cola, Toll, Mobil, and ETSA.



*Sacher is now considered one of the world's leading lights when it comes to managing performance in organizations.*

**The Corporate Manager**

**Date:** Wednesday the 30th October, 2019

**Time:** 8.30am to 5.00pm.

**Venue:** The Parklake Hotel  
481 Wyndham Street, Shepparton VIC

For more information call Sacher Associates – Phone 0395273761  
or Email [info@sacherassociates.com.au](mailto:info@sacherassociates.com.au)  
[www.sacherassociates.com.au](http://www.sacherassociates.com.au)

Monty is a delightful corporate coach who can take in the complexities of a family business and transform it into a slick and well-oiled machine, working like a large multinational business might. His systems theory is easy to understand and everything fits to horizontally and vertically align the vision of the business with outcomes that you want to have occurred at the "coal face". We would highly recommend Monty to your family business.

**Dr. Angela Todd, BAppSci (chiro) Grad Dip (Chiro Paed), CEO Todd Clinics, Sale, Victoria**

Sacher Associates helps organisations to achieve best practice levels of productivity, performance and quality of working life improvements. We do this, by implementing total performance systems solutions. Established for over 25 years, we have worked in in many industries, and in over 20 countries.

**Some results our clients achieved from documented published client case studies, will be discussed in the workshop, and are as follows:**

- Man-hours per Unit down by 23.5%
- Unified sense of direction amongst team leaders up 14.4%
- Time customers of supply 241% improvement
- 30% improvement in sick leave
- Time lost due to accidents 322 to 33 days
- Time lost due to industrial disputes down from 250 to 15 days
- Dividends paid to owners increased by \$130 million over a 5 year period
- Operating expenditure reduces by 23% over a 5 year period
- 97% of stakeholder responses indicated a high level of stakeholder satisfaction.
- Job Satisfaction up by 75%

**These results, amongst others, are published in our 11 international bestselling books.**

## Workshop Outline: What do I do on Monday morning? 30th October 2019 Shepparton

**Registration** 8:30-9:00

**Introduction** 9:00 9:30

**The Big Picture**  
Context

**Session One** 9:30-10:40

**Productivity and Performance.**

What is systems theory, productivity and performance improvement, and how are they achieved?

How to establish a best practice culture.

The big pitfall.

How to improve productivity

**Session Two** 10:40-11:15

**Unified sense of direction, vision and strategy.**

A unified sense of direction versus silos.

Values, vision and mission: What is the difference?

Strategy, and competitive advantage.

Vertical and Horizontal systems alignment.

**Morning tea** 11:15 11:30

**Session Three** 11.30 12:00

**Strategic Plans**

How to develop, implement and continuously improve your strategic planning systems

**Session Four** 12.00 12:30

**Stakeholders**

Total Stakeholder Satisfaction

**Lunch** 12:30-13:30

**Session Five** 13:30-14:30

**How to define results, KPIs or measures and targets**

Why output orientation is important.

A framework for developing and implementing KPIs. Accountability matrix. The performance management system. Operational plans. Exercises, examples and quality standards.

**Session Six** 14.30-15:15

**Communication**

Performance Feedback and Performance Linked Communication systems

**Tea** 15:15-15:30

**Session Seven** 15.30-16:15

**Implementation Theory**

Guidelines and Pitfalls

**Session Eight** 16:15-17:00

**Implementation Practical**

What do I do on Monday morning?

**Close** 17:00

## Special Attendee Bonuses!

- Additional attendees from the same organisation – half price
- Three free books
- Two hours of follow up time by phone, email or in person per attending organisation
- Specially discounted coaching package offer, to ensure on the job implementation

All delegates will receive a copy of our Hardcover book, Performance Measures Applied, as well as a workbook, and a copy of our book: What do I do on Monday Morning? By Monty Sacher

## Three **FREE** Books!



### Performance Measures Applied

A potent system for measuring and managing performance: individual performance, team performance and organizational performance. With case studies and examples from both the private and public sectors this is a practical book that enables you to build a performance measurement system that you can implement without delay. Formulated in the engine rooms of industry – on shop floors and in board rooms – Performance Measures Applied is a performance strategy which comes from years of experience working with people who are the backbone of the business – workers, team leaders and managers. It is a jargon-free, practical guide, a tried and tested pathway to measurable, definable performance improvement. The ‘back to basics’ formula presented in this book, works in product, service or public sector environments alike, in small and large organizations, within divisions and across companies and locations.

*“This is what we need: consultants who can tell us HOW to solve our problems.” – Mossman Central Mill Co.*

*“In my view, Performance Measures Applied is the single most important development work our company has or will undertake for a long time.” – Angliss Pacific Limited*

*“The business had been set a difficult profit target and the continuing economic downturn, resulting in reduced revenue, reinforced this situation. The business was able to meet its profit target and return an 11 percent improvement on this target which, in financial terms, amounts to several millions of dollars.” – South Eastern Power*

*“Monty Sacher, one of the nation’s foremost business consultants, is a quiet achiever in the engine rooms of top Australian companies, improving planning, productivity, and performance.” – Di Sullivan (The Skills Centre)*

*Monty is an organisational and management expert. I do not use this word lightly. What he doesn't know about Change Management and the role of Culture in developing successful business outcomes is not worth knowing. He has delivered increased productivity and profits in some of Australia's toughest work environments. Regularly reviewed in BRW, Monty has passion for what he does and it is positively infectious.” Gene Stark, The Marketing Network*

## Clients

### Private Sector (Australia)

- BHP
- Patrick Corporation
- Tomago Aluminium Company
- ABB
- Scenic World
- Royal Automobile Club of Victoria (R.A.C.V.)
- Orica
- Mobil Oil Australia Limited
- Boral
- Saab Systems
- Todd clinics

### Public Sector

- NSW Police Service
- Department of Defence
- State Government of Victoria (three year contract)

- Royal Australian Air Force
- Gas and Fuel
- United Energy, TXU and Powercor
- Rail Services Australia
- Electricity Trust of South Australia
- Sydney City Council
- City of Greater Dandenong

### Global

- Coca Cola
- Willis Towers Watson
- Bahrain Petroleum Organisation (Bapco)
- VTTI (UAE)
- Government of the Republic of Maldives
- MVP (UAE)
- JPMC (Brunei)
- Head Quarters Integrated Air Defence Systems

# What do I do on Monday morning?

1 Day Course  
Date: 30th October, 2019  
8.30am to 5.00pm

## REGISTRATION FORM

DELEGATE NAME	POSITION	EMAIL ADDRESS

	Per delegate	Per select
Regular Fee	\$649	<input type="checkbox"/>
Group Booking (2 Delegates)	\$973	<input type="checkbox"/>
Group Booking (3 Delegates)	\$1297	<input type="checkbox"/>
Group Booking (4 Delegates)	\$1621	<input type="checkbox"/>
Group Booking (5 Delegates)	\$1945	<input type="checkbox"/>

- Fee inclusive of course documentation, luncheons, refreshments

### PAYMENT METHOD AND REGISTRATION

Please book at: <https://www.trybooking.com/BFDQM> and then fill out the registration form and email it to [info@sacherassociates.com.au](mailto:info@sacherassociates.com.au)

### COMPANY DETAILS

Company: \_\_\_\_\_

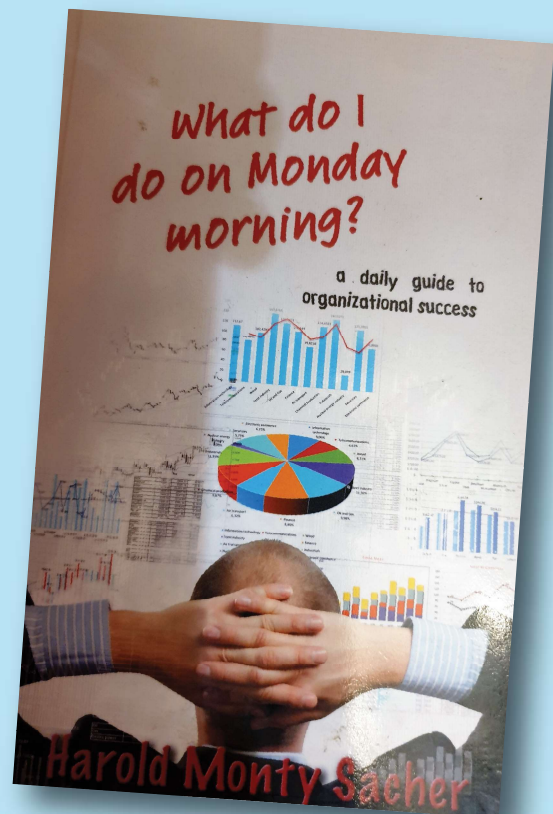
Address: \_\_\_\_\_

\_\_\_\_\_

Tel: \_\_\_\_\_ Email: \_\_\_\_\_

### VENUE DETAILS

The Parklake Hotel  
481 Wyndham Street  
Shepparton VIC 3630  
Phone 03 5821 5822



For more information call Sacher Associates – Phone 0395273761  
or Email [info@sacherassociates.com.au](mailto:info@sacherassociates.com.au)  
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