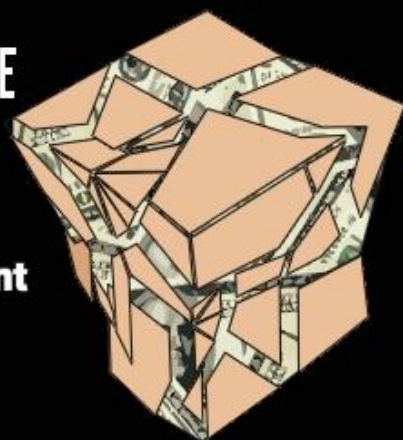


BREAKING THE BOX

**THE MOTIVATED MANAGER'S GUIDE
to
ONLY-EXACTLY
Rapid Process Improvement**



**HOW TO IMPROVE PROFITS IN LESS THAN A WEEK
(WITHOUT SPENDING ANY MONEY)**

PAUL E LEWIS

Breaking the Box takes the rapid process improvement tool—Only-Exactly—and makes it accessible to you whether you are already familiar with continuous process improvement or not. As a motivated manager or business owner seeking growth and stability in business, you want to put this useful process improvement principle into continuous use in your daily work life.

This one tool has powerful potential to improve profits and reduce waste. Only-Exactly takes the least amount of time and produces the quickest, longest-lasting results of any continuous process tool. *Breaking the Box* makes Only-Exactly a tool any motivated manager can use.

If Only-Exactly is new to you, you will get an incredible bang for your buck. Opportunities to improve the workplace will start appearing to you that were there all the time, yet no one saw them. Not only will the changes save money, they will also foster a more cooperative work environment where management and employees don't have to be antagonistic when the business experiences change.

At the same time, if you are an experienced continuous improvement manager, you will also be able to pull off some very impressive improvements in your operation within a very short time. Why is this? The Only-Exactly technique is designed to use only the materials and resources you currently have available. In other words, your biggest expense should be the cost of celebrating your eventual achievements.

Breaking the Box is a must read if you are serious about achieving your management goal. This book is for motivated managers who want to see their department or company excel.



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WHY READ ANOTHER BOOK?

Many years ago, I was ‘invited’ to join my colleagues in reading a book distributed to all the management team. The book was “The Goal” by Eliyahu Goldratt. This book was the first of many more books and hours of research striving to master Continuous Improvement.

The goal of “Breaking the Box” is to take one of the rapid process improvement tools I have used as a manager—Only-Exactly—and enable you as a motivated manager or business owner to put this useful process improvement principle into continuous use in your daily work life. This one tool has served me well, and I strive to teach it everyone that lets me do so.

As a business manager or owner, you know that time is one of, if not the most, precious resources required to run your business. Your time, your employee's time (which you pay handsomely for) and the company's time (which your customers pay you for). You know how much your employee's time is worth, but do you know how much YOUR time is worth. In order to make quality decisions for and about your business, it is imperative you attach a \$\$ value to YOUR time.

As a motivated manager, your goal is to run the most efficient, most productive, most respected operation possible. You realize that "status quo" and "barely making it" are for those who do not know how to or are lacking the drive to be the best. You may do it for the recognition. You may do it for the promotional opportunities. Or you may do it just for the satisfaction of being the best in your industry. Whatever your reasons, you are the motivated manager that will use this tool to excel.

You may have already used or be familiar with continuous improvement. While Only-Exactly, the tool we will be focusing on in this book, is only one tool used by continuous improvement experts, it is one that takes the least amount of time and produces the quickest, longest-lasting results. I am hoping to bring a deeper knowledge, understanding, and a new perspective to the improvements your gut tells you are correct even when you aren't sure exactly why they are.

If Only-Exactly is new to you, you will get an incredible bang for your buck. Opportunities to improve the workplace will start appearing to you that were there all the time, yet no one saw them. Not only will the changes save money, they will also foster a more cooperative work environment where management and employees don't have to be antagonistic when the business experiences change.

At the same time, if you are an experienced continuous improvement manager, you will also be able to pull off some very impressive improvements in your operation within a very short time. Why is this? The Only-Exactly technique is designed to use only the materials and resources you currently have available. In other words, your biggest expense should be the cost of celebrating your eventual achievements.

Whether you are a business manager or owner, or an employee with a goal to move into management, this book will place you in the unique position of being able to bring about improvements sooner. My hope is that you will be able to show at least a 10% to 20% improvement in the efficiency, quality, and/or productivity of your first targeted process.

If your first attempt does not meet this goal, do not give up or get discouraged. Facilitating improvement in your operation takes persistence, patience, and practice.



There will be tough decisions to make. Decisions will have to be measured and weighed against long-term goals, and. In fact, all improvements should be made with a long-term plan in mind.

There are obstacles that you will encounter as a motivated manager. You may feel resistance from all directions, but even a very small improvement in one solitary process can lead to a greater understanding of how to improve other departments or processes. I will share strategies for bringing not only your department online, but bringing the entire organization to a place where change is embraced rather than feared.

You will learn how to develop one of the strongest traits a motivated manager needs—persistence. But more than that, you will learn how to see the world from a new paradigm, one where you are successful as a manager and enable others to be successful operators within the system as well.

ABOUT THE AUTHOR

Since growing his first paper route from 70 subscribers to over 210 subscribers at the age of 12, Paul Lewis has been driving Continuous Improvement in one way or another in the workplace.

He has experience in a myriad of different industries including Grocery, Building Materials, Plastics, Pharmaceuticals, Apparel, and Financial. His continuous improvement experience crosses retail, wholesale, manufacturing, and distribution in many of these industries. He has managed operations ranging from only a few million dollars annually to over a billion dollars annually in sales volume.

For questions about the book, content, or methods feel free to contact him directly at only.exactly@gmail.com.

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