



FIXING THE “WASTED EFFORTS” PROFITLEAK- THE LEAN SELF ASSESSMENT TOOL

Purpose:

This is a simple system that uses logic at the Entrepreneur Level of running your business. Once you have a baseline, building a plan to improve becomes clear.

How to Use this Tool:

I'm a Business Owner, and I'm bought into making improvements

Print this off and go to a coffee shop. I want you to be free to work on this and think clearly. You also want to be somewhere that's a bit different for you. Why? Because this helps you get creative and think deep and different.

I'm a business owner, and I'm not sure about making changes yet.

That's okay. This is a good place to start thinking about it. By doing this, you're heading in the right direction, and that's a great first step.

Print this out and take it to a coffee shop. Being in a different place can help you relax and think in new and creative ways.

When you're done, put the paper away and let your thoughts guide you to what you want to do next.

I have a business partner, or key staff who "ARE" Bought- into making improvements.

Before sharing this tool, have a conversation with them so no one feels surprised. It's best to take small, confident steps.

Tell them you found a tool that will help us see how our business is working. Say, ***"Once we've all used the tool, we can sit down, compare what we found, and talk about it."***



Questions? Let's work through them together.
We can cover a lot in just 30 minutes. Scan the
QR code and book a call with us!



After that, everyone can do the 2-Point Exercise at the end of the tool together.

I have a business partner, or key staff who “ ARE NOT” bought into making improvements. (*)

Before giving them this tool, talk to them first. Surprising them might make them resist your ideas. (*)

It's best to take small, confident steps. You might need to go slowly and spread the conversation over a few days or weeks.

Before showing them the tool, ask if they've noticed any places where we keep having trouble with our work.

After they mention some problem areas, wait a day or two.
Why? Because it's important to go step by step and not rush. The more we make this a 'WE' idea, the better.

Then, tell them you found a tool that will help us see how our business is working. Say, ***'Once we've all used the tool, we can sit down, compare what we found, and talk about it.'***

Once all of you have done that, do the 2-Point Exercise at the bottom of this tool.

(*) If you really get stuck here, text me. I'm happy to take 30 mins and walk you through some ideas. My cell is 315-903-7853. Just say “**Stuck on Buy in**” so I know.



**Questions? Let's work through them together.
We can cover a lot in just 30 minutes. Scan the
QR code and book a call with us!**



Give yourself a Score from 1 to 5, where 1= weak and 5= Strong.

	Lean Self-Assessment	1	2	3	4	5
1	We have Lean Operations: In the office, the shop, and on the job, we work in a smart way that saves time and energy. We don't do the same work twice or waste things we don't need. We have easy steps to follow that help us do a great job with as few steps as possible.					
2	We think about Continuous Improvement (Kaizen): In a top-notch place to work, everyone, from workers to bosses, helps make things better all the time. We make small changes to improve how we work, save money, and make sure everything is the best quality.					
3	Quality at the Source: Every job is done carefully to make sure it's really good. If a worker sees a problem, they can stop and fix it right away. We always fix problems as soon as we find them, so they don't get bigger later.					
4	Just-In-Time (JIT) Production: We run on a pull-based system that only makes what we need, when we need it, in the quantity we need. We know this helps us keep costs down. It also keeps us ready to serve our customers better.					
5	Respect for People: A great place to work is where everyone is respected and gets to make decisions. Their ideas are important, and they get chances to learn and grow. When people feel supported, they come up with new ideas and solve problems better.					
6	Standardization and Stability: Using the same steps and rules every time helps make sure the work is always good and mistakes happen less. This makes everything run smoothly and helps us know what to expect when we make or do things.					
7	Problem-Solving and Root Cause Analysis: We solve problems by finding out why they happened, using simple tools like asking 'Why?' five times. This helps us fix the real cause of the problem, not just what we see on the surface.					
8	Visual Management and Transparency: In a great place to work, we use tools like charts and boards so everyone can easily see how things are going. This helps everyone stay responsible and talk to each other about progress and any problems.					
9	Sustainability and Long-Term Focus: A great place to work thinks about the future, not just quick wins. We work on making things better, helping people grow, and finding new ideas to keep everything running well for a long time.					
	Total number of each ranking					
		X1	X2	X3	X4	X5
	Multiplied by the number above					

Add all five numbers, divide the sum by 45, then multiply the result by 100.

%

This is the current state of your company.



Questions? Let's work through them together.
We can cover a lot in just 30 minutes. Scan the QR code and book a call with us!



The “2-Point Exercise”

Look at all 9 points. For each one, ask: “What do I have to do so that we move up by 2 points?”

Example:

We bake raisin bran muffins for coffee shops. Cafe owners have complained that some muffins are loaded with raisins and others have none.

In the Category of “Quality at the Source” we gave ourselves a 2.

The 2-Point Exercise is asking ourselves... ***“What would it take for us to move from a score of 2 , up to a score of 4? ”***

Your answer is the action item !



Questions? Let's work through them together.
We can cover a lot in just 30 minutes. Scan the
QR code and book a call with us!

