



Unlocking
Potential to
Maximize
Performance

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MAKOTO FLOW
GLOBAL OPTIMIZATION EXPERTS | LEAN LEADERSHIP COACHES

Lean Leadership (TPS) Coaching Program

About Us

Change is hard work, and it takes purposeful laser focused leaders, not managers to sustain those changes.

Known to many as the “**Masters of Execution**”, our 36+ years of coaching & consultation experience has afforded us the opportunity to share our powerful time-tested practices from Toyota. As TPS/Lean Mentors & Coaches, our “thinking people system” incorporates the following:

- **Strategic Direction:** Clear purpose and rationale for optimization changes (strategic leadership and deliverables via Hoshin’s or Lean Outcome Trees)
- **Talent Development:** Leveraging capability and capacity (competency) to lead and sustain the new practices or way of working (people engagement)
- **System Thinking:** Developing an End to End perspective of the value chain and implementing systems not tools, for greater impact and long-term influence (process improvement)
- **Outcome Driven:** Focus only on the few “wildly important” metrics that impact your business and improve the customer experience (performance management)



The Power of Our Lean Leadership Coaching Program

The four deliverables that impact your business.

- Scale your influence with laser focused activities in 4 dimensions, 90 mins every 2 or 3 weeks
- Customized & proven best practice methods that deliver immediate results to your situation
- Create value & commitment as an enabler in every aspect of business – End-to-End Perspective
- Gain unique access to 35+ years of lean insights, materials and a network of 15,000+ lean advocates



Makoto Flow Ltd.

Our Framework For Coaching Success

1-on-1 & Group Coaching Sessions

Our Coaching Focuses on the 2%?

Leader's that are successful at "Driving & Sustaining TPS & Lean Transformations", via Toyota Best Practices, demonstrating these characteristics that our program delivers.

- **Humility** – They are extremely humble and are willing to say, wow I didn't know that...
- **People Focused** – They naturally think people are amazing and they think of others first and foremost...
- **Simplicity** – They get excited about the simplest improvements because of people ingenuity...
- **Quick to Praise** – They are always acknowledging & thanking people that create the value for the business...
- **Say No to Chaos** – They don't like nor support bad chaotic environments, meaning there really is no reason for it being that way so they focus on changing it...
- **Life Long Learners** – They have a true desire to constantly learn and then to share that learning with others...
- **Lean is Success** – They believe that lean is the essence of their success through unleashing the talent of their people...
- **Bias for Action** – Urgency drives their every action because they believe in getting things done, NOW...
- **Great Listeners** – They don't just observe, they listen intuitively to both the people and process...
- **Will to Do** – They know lean is simple in concept but they also know its real hard work in implementation and they don't mind doing the hard work...
- **Challenging** – They are relentless at challenging themselves and their people to achieve unimaginable results...

Who We Focus On Coaching

Four Business Positions of Influence to Enable Business to Achieve Extraordinary Results

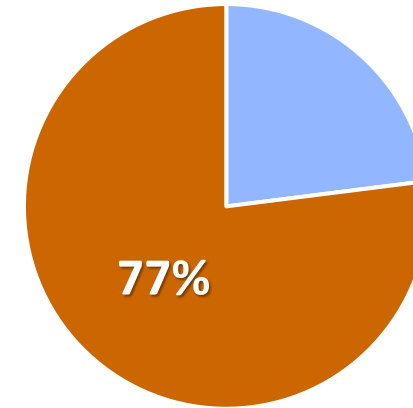
General Managers or Senior Leaders – Driven by operational excellence & efficiencies...we help these leaders to drive innovation, deliver flexibility & velocity while consistently improving quality and reducing operating costs.

“Internal” Lean Consultants – Hired to drive lean...we help guide other professionals through their optimization journey to achieve unimaginable results!

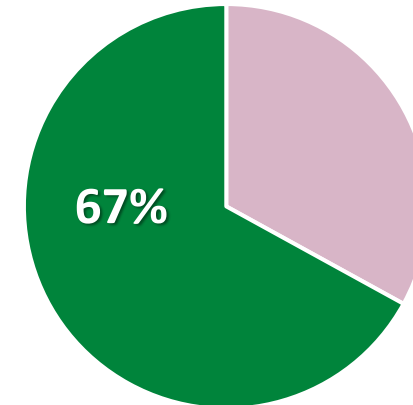
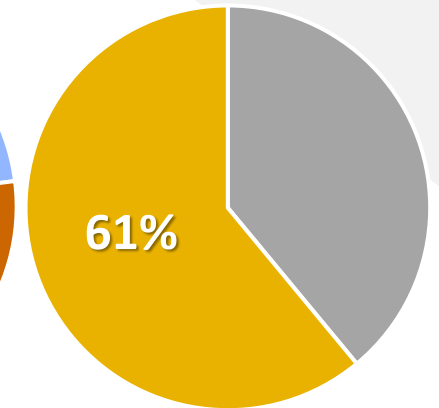
Entrepreneurs & Small Business Owners – Driven by value creation...we challenge these industry influencers and help them to think, engage their products / services differently to achieve 5X to 10X outcomes.

Professional Consultants – Hired for their application & adoption of lean systems...we go beyond the typical project cycles or specific frame works by helping those professionals that need mentors or time to rekindle their unique influence with passion & purpose.

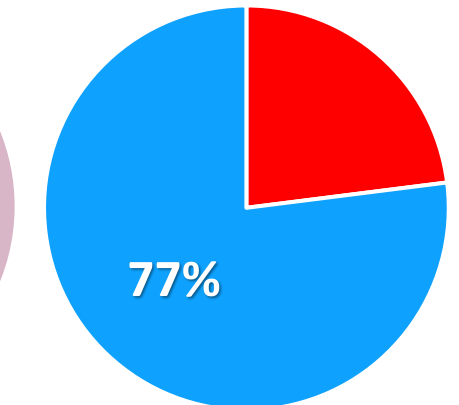
Improving the Business



Increasing Job Satisfaction



More Efficient Work Teams

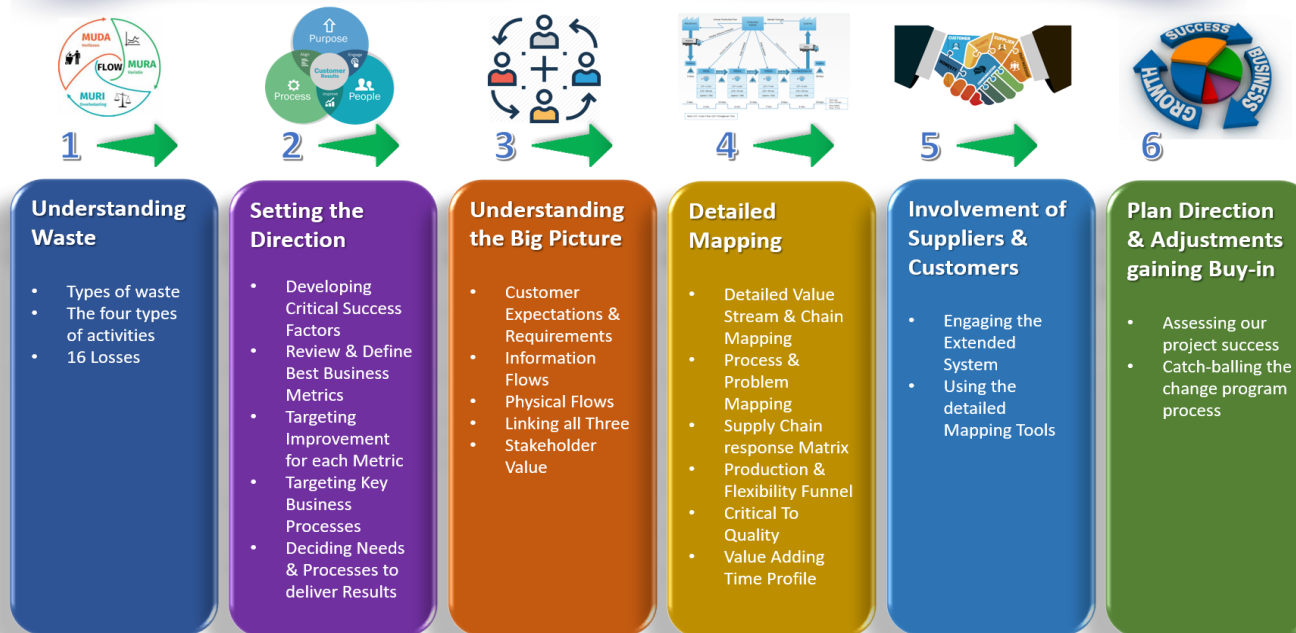


Decreasing Business Costs

Mindset is the Key

Summarizing Our Coaching Model means driving “Lean Thinking” to deliver the right outcomes daily, which impacts the business monthly.

Lean Thinking



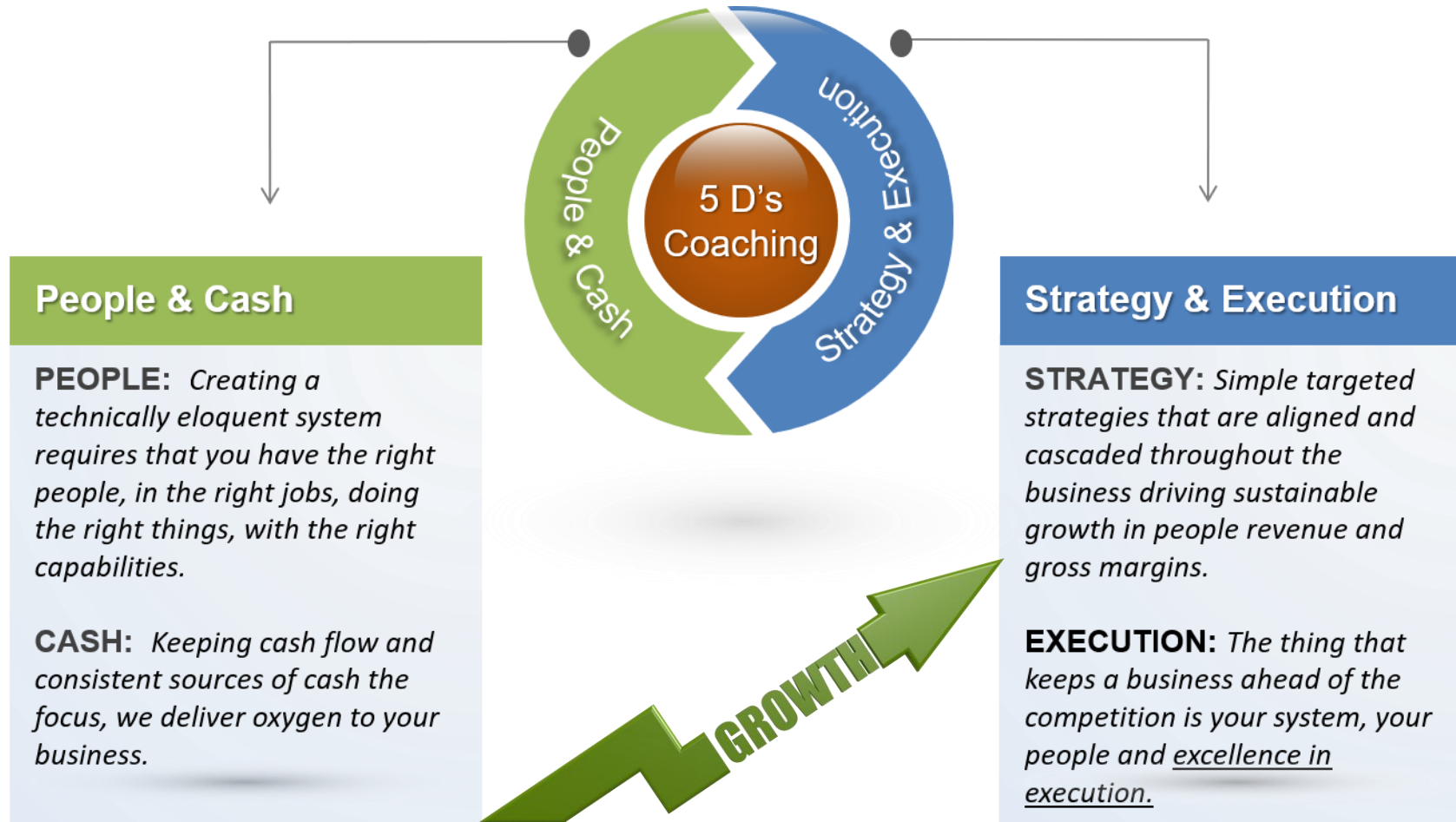
Our 5 D's Coaching

Our focus is to enable leaders to drive optimization that delivers natural results.



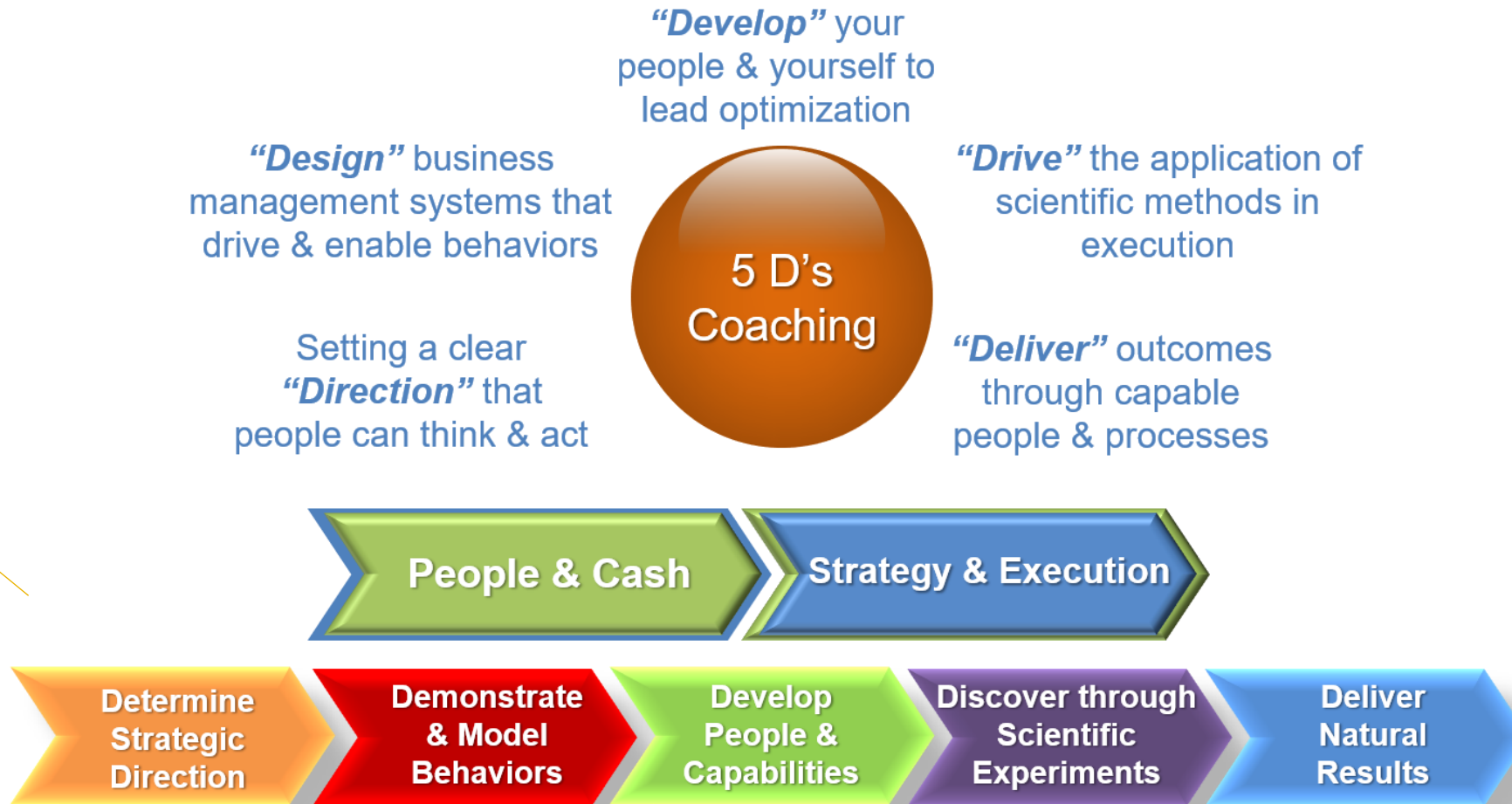
Our Coaching Enables Focus

Leader's that are successful at "Driving & Sustaining Lean Transformations", focus on Four Enablers for business growth & sustainability.



Purpose & Application of Coaching

Leader's Create Systems & Routines that Drive the Behaviours & the Thinking Way that supports the Culture & Philosophy the Organisation wants to Live.

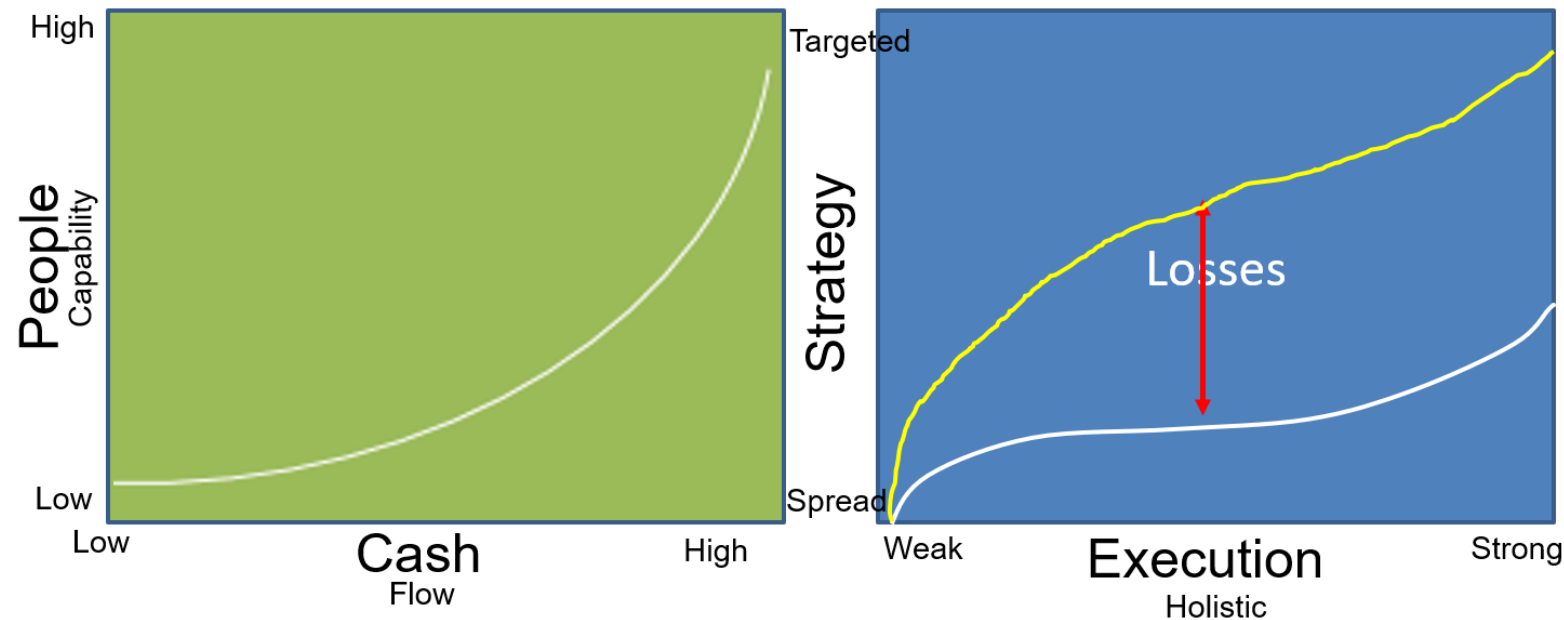


Valuing Our Coaching Approach

Leader's Create Systems & Routines that Drive the Behaviours & the Thinking Way that supports the Culture & Philosophy the Organisation wants to Live.

People & Cash

Strategy & Execution



Determine
Strategic
Direction

Demonstrate
& Model
Behaviors

Develop
People &
Capabilities

Discover through
Scientific
Experiments

Deliver
Natural
Results

Our Growth Structure

The four major decision areas that every company & leader must get right.



“Design” systems that
change mindsets & behaviors

5 D's
Coaching

People

Creating a technically eloquent system with Capable & Competent Talent requires that you have the right people, in the right jobs, doing the right things.

- ❖ Maximizing talent means to **“Develop the Skills & Competencies”** that are fundamental to getting people to do the right things.
- ❖ Implementing **“Key Performance Indicators (KPIs)”** that leaders focus upon, communicate and optimize on a daily basis that changes behaviors and delivers natural outcomes.
- ❖ Alignment with strategic business initiatives that ensures all work, flows across the value chain and **“Empowers the People”**.
- ❖ Creating a **“Talent System”** that generates the right skill set for the business.



“**Design**” strategies to drive sustainable growth

5 D's Coaching

Strategy

Simple strategies that cascade throughout the business driving sustainable growth in revenue and gross margins!

- ❖ Through our hands-on engagement practices, our coaching will help focus on creating a “compelling vision” that **summarizes the essence of your business**, whereby everyone knows the power that they wield to execute daily.
- ❖ Strategies are intellectually simple, but their execution is not. We support and guide leaders in developing well crafted and flexible business strategies to help them “**Think Strategically**”. Once that is in place, cascading those actions and initiatives to overcome the challenges of the business means driving accountability and commitment throughout the organization via the **A3 Hoshin**.



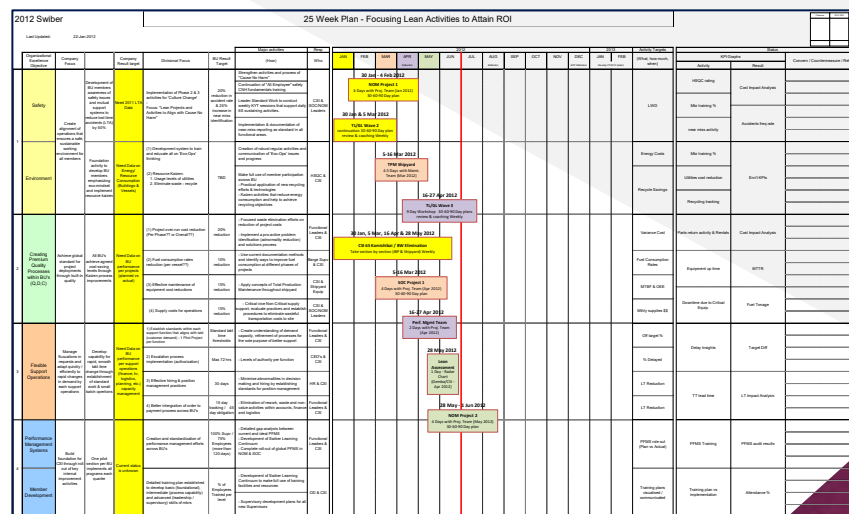
“Design” natural activities that align efforts with outcomes

5 D's
Coaching

Execution

The thing that keeps a business ahead of the competition is excellence in execution!

- ❖ Coaching is a critical talent when it comes to execution. With our approach to adopting powerful execution habits that are linked to clearly defined **“Action Plans of What Matters Most”**, we ensure your engagement meetings incorporate **Who** will be doing **What** by **When**.
- ❖ Making the **“Execution Routines”** real, means focusing on the incorporation of Big Hairy Audacious Goals (BHAG) within your A3 Strategy Hoshin process.



One Page Execution Plans

**DRIVING
EXECUTION**

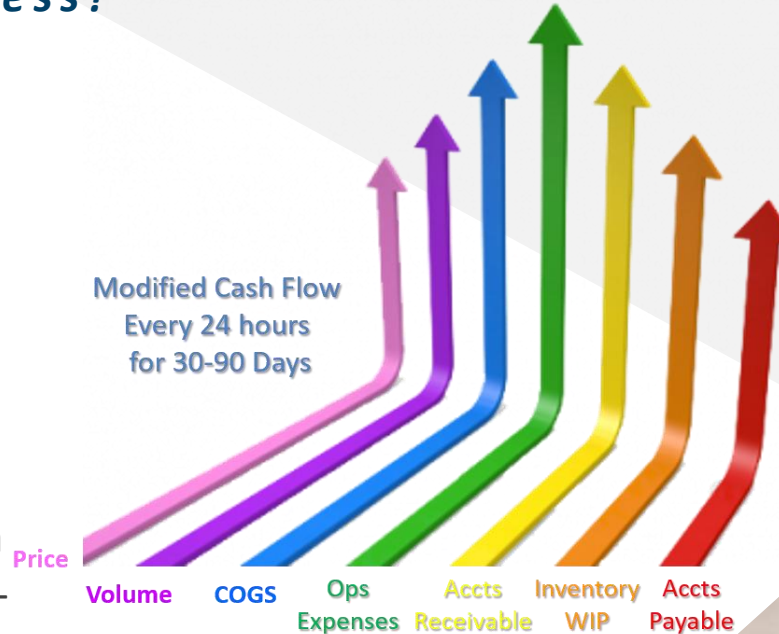
“Design” systems that
fuel business growth

5 D's
Coaching

Cash

*Keeping cash flow and consistent sources of cash the focus,
we deliver oxygen to your business!*

- ❖ Our coaching focuses on the adoption of best practices & strategies that maximizes the **“Seven Financial Levers”** to enable leaders in business to improve cash flow and cash conversion rates by driving profitability, working capital management, asset management and cash flow/funding.
- ❖ Learn to breakdown and adopt a new **Cash Conversion Cycle** that incorporates an End-to-End Business Model approach driving shorter sales cycles, reducing or eliminating mistakes and changing the overall businesses approach to cash flow (oxygen).



Clarity of Purpose

The 5 D's Coaching Program uses the GROW Model which is a simple yet powerful framework for structuring our Coaching & Mentoring sessions that maximizes the learning & application for YOUR Purpose!



“Design” systems that
fuel business growth

5 D's
Coaching

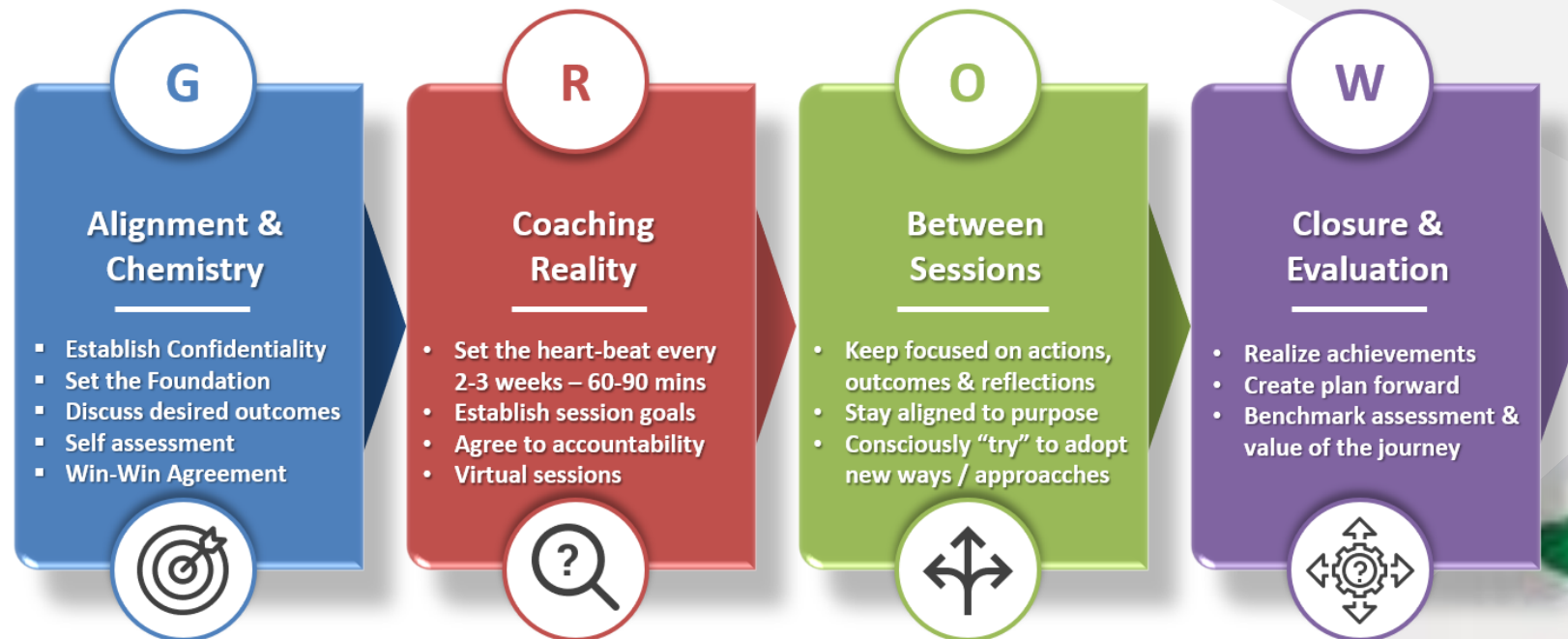
GROW Model Value

By using this practical coaching model, we can ensure that our clients achieve unimaginable results that are both practical and sustainable.



GROW Structure

For Executives, Senior Leaders and others determined to have high potential, our engagement strategy is best adopted via a 1:1 kind of approach. However, we do offer Group Coaching sessions for corporate clients of 2-7 participants.



3 to 12 Month Programs

Coaching Payment Terms

Coaching options that support lean development and business growth strategies.
(Discounts available for groups of 4 or more linked with package durations)

	Full Payment Price Per Person	Monthly Payment Price Per Person	Group Payment Price (4-6 People)	Available Discounts
3 Month Package (Quarter Focused Impact) 2 Meetings Per Month – 60 Mins Each – 6 Total Mtgs	\$2,700.00 USD	\$900.00 USD	\$10,800.00 USD	0%
5 Month Package (Project Focused Impact) 2 Meetings Per Month – 90 Mins Each – 10 Total Mtgs	\$4,125.00 USD	\$825.00 USD	\$16,500.00 USD	10-15%
8 Month Package (Focused Transformation) 2/3 Meetings Per Month – 90 Mins Each – 19 Total Mtgs	\$6,200.00 USD	\$775.00 USD	\$24,800.00 USD	15-20%
12 Month Package (Full Transformation) 2/3 Meetings Per Month – 120 Mins Each – 29 Total Mtgs	\$8,400.00 USD	\$700.00 USD	\$33,600.00 USD	20-35%

- **Our Payment Methods:** Major Credit Cards & Invoicing for Corporate Bank Wire Transactions

The Power of Our “Lean Coaching” Program:

- Scale your influence with laser focused activities in 4 dimensions, 90 mins every other week
- Customized & proven best practice methods that deliver immediate results to your situation
- Create value & commitment as an enabler in every aspect of business – End-to-End Perspective
- Gain unique access to 35+ years of lean insights, materials & a network of 15,000+ lean advocates



Don't Hesitate...
**Reach Out to Us Today and Schedule
Your Free 30 Minute Consultation**



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