

## TRAINING PROPOSAL

Customer-Centric Open Book Management, LEVEL 1-4

*“Improving Business Results and the Lives of the Employees Who Drive Those Results”*

Client:  
Attn:  
Delivery Method: Remote Video Conferencing  
Length: Minimum 30 hours  
Trainer: Bill Fotsch  
No. of Participants: Designed for 5-10 participants

**Modules:**

- Analyzing business mgmt. and financial data 6 hours
- Identifying critical business issues 3 Hours
- Define a business performance measure / critical number 3 Hours
- Designing Scoreboards to track performance 6 Hours
- Designing a Huddle for ongoing performance reporting 3 Hours
- Developing a team-based performance incentive program 3 Hours
- Business Forecasting 6 Hours

Upon successful completion of Open Book Management Level 1-4, trainees will be presented with a Certificate of Completion.

Cost: \$17,800 USD

Payment Terms: 50% deposit at time of signing with balance due on completion

As with all of our work, we guarantee your satisfaction. If in any month you are not satisfied with what we do, please bring that to our attention. We will remedy the problem or you will not be invoiced for the work.

Accepted:

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Signature

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Date