

HOW TO IMPROVE STAFF INCOME, PROFITS & SUSTAINABILITY



DR STUART MCGILL, CEO
WWW.PROFITSHARZ.COM
@PROFITSHARZ

Herding Cats!

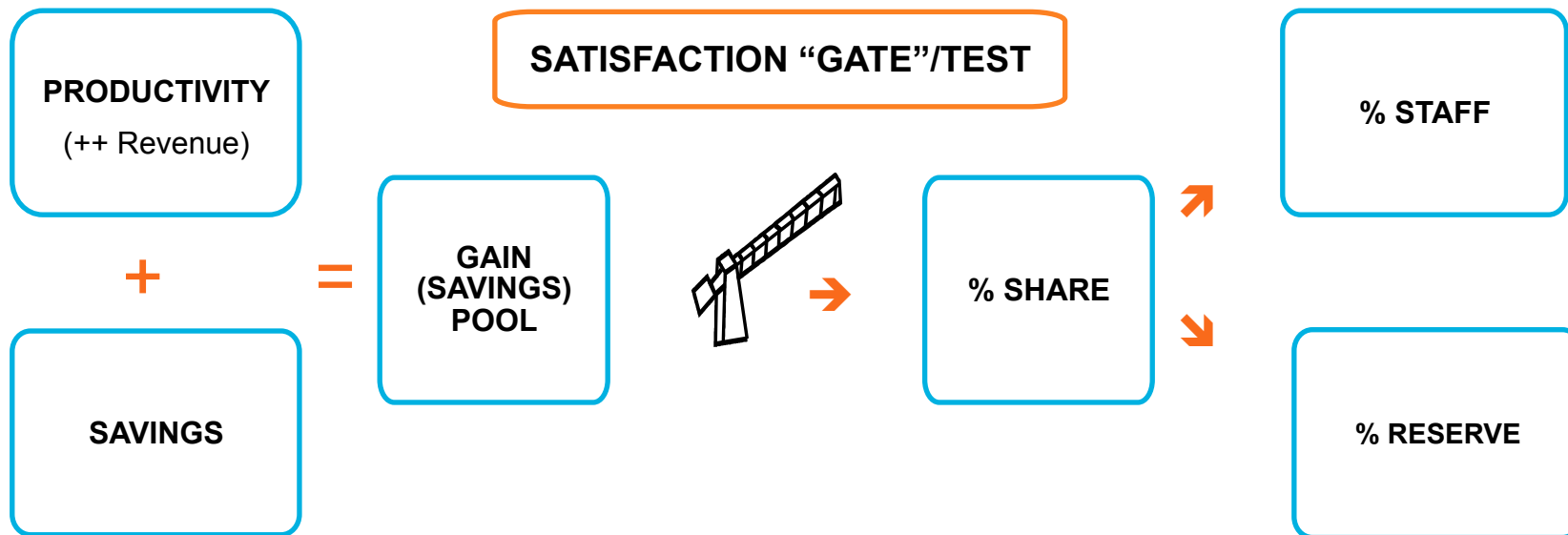


1 to 8 meters?



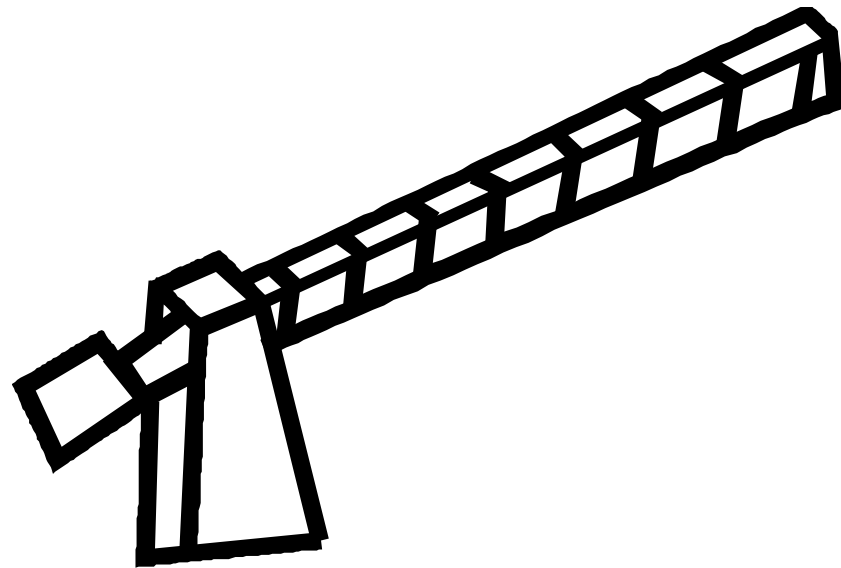
Efficiency & Sustainability

Via Gain Sharing



“Gate” of Customer Satisfaction

In this case, 35% of gain is shared with employees provided the “gate” of Patient Satisfaction is met.





Profit Sharz

PEOPLE AT THE COAL FACE HAVE GOOD IDEAS.

INVOLVEMENT TEAM responsible for:

- Soliciting ideas
- Reviewing ideas
- Approving ideas
- Implementing
- Feedback

Fosters “Owner” Thinking

Owner



WOULD YOU
ACT
DIFFERENTLY
IF YOU
OWNED
YOUR AREA?

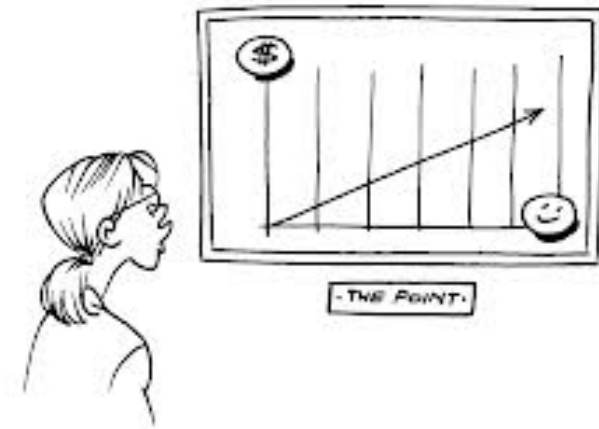
Renter



Summary

HOW GAIN SHARING CAN HELP

- Lower Costs
- Higher profits and staff income
- Reduce staff turnover
- More collaboration
- Fund useful tech investments
- Higher customer and staff satisfaction



Try it with these steps

1. Consult staff via workshops
2. Provide training as necessary
3. Agree performance benchmarks and split up
4. Gather data and report