

“Enhancing Worker Efficiency while Reducing Operating Costs”



Craig Hane, Ph.D.  
Chairman

Private Phone: 812-332-8179  
Email: craig@hane.com

**Brain Cable’s Unique ‘Custom Process Training’ Guarantees:  
No Risk – High ROI – Positive Cash Flow – Higher Profits**

**A Memo to Your Top Management Team: #25 “Leverage Points”**

What is a “Leverage Point” in a Six Sigma Quality Improvement Program?

It’s a place where a single process improvement will yield a significant improvement of the whole process. Various techniques are employed to discover various leverage points which will significantly improve a process, and have a positive global effect.

Is there a common fundamental leverage point for many processes?

Yes.

A process will never be much good if its “process workers” don’t execute their process tasks really well. That will happen only if these workers are provided excellent process training. There are no “free lunches”.

Goals, exhortations, threats, rewards, and other “tampering” techniques will NEVER substitute for necessary good process training. Dr. Deming “proved” this.

Stop all tampering and provide your workers excellent Process Training in the most efficient and most cost effective way possible utilizing modern technologies.

No Risk. But, Nothing Ventured, Nothing Gained.

Call today for your Confidential Executive Briefing and start earning massive profit increases, thanks to process improvement. Brain Cable wants to partner with you for both of our sakes.

I invite you to accept our Invitation below to learn all about it via our Executive Briefing.

Craig Hane, Ph.D.  
Chairman and CEO  
Brain Cable Inc.

P.S. Feel free to call me on my direct line at 812-332-8179 for a private consultation, or call Debbie Goodman, 800-355-6429 x106 to schedule your *Executive Briefing*.

Visit [www.braincable.com/tm](http://www.braincable.com/tm) Learn about ‘Your’ Free Demo

2536 W. INDUSTRIAL PARK DRIVE, SUITE 1 • BLOOMINGTON, IN 47404 • 812.355.3030  
TOLL FREE 800.355.6429 • FAX 812.355.3040  
[WWW.BRAINCABLE.COM](http://WWW.BRAINCABLE.COM)