

Seasons Greetings from Exceeda!!!



Dear Client,

Everyone at Exceeda Consulting extends to you best wishes for a happy and healthy holiday season!

The end of the year is a great time to look back on the previous year and look forward to the next. As we look forward to the coming year, Exceeda remains focused on improving the way companies operate and assisting our customers to improve their performance. We are looking forward with great excitement to working with you in 2009!

Looking back on the Previous Year

Ask Yourself . . .

1. What's worked well for me this year and is something I need to continue to do?
2. What have I learned that I need to begin doing?
3. What do I need to stop doing because it is not working or adding value in the business?
4. What do I need to focus on in 2009? Where are my greatest opportunities for performance improvement and growth?
5. Does our company structure and systems prevent us from reaching our goals, despite the fact that everyone works hard?

Looking Forward to Next Year

1. Do not maintain the "status-quo" . . . re-invent yourself and your business.
2. Remember, during times of great change there are opportunities abound if you look for them.
3. Abandon the "if it's not broken, don't fix it" mentality.
4. Ask . . . "why do we do it that way?"
5. Do away with the thought that . . . "this is the way we have always done it so why change?"
6. Change is crucial for a company to remain competitive.
7. De-clutter your business inside and out.
8. Dare to be different; find what your business is missing and fill in the gaps.
9. Put your best people on your greatest opportunities, not your biggest problems.

True North

Improving the financial results and operational performance of our clients by eliminating waste in all business processes and creating a culture to support sustainable results.

Quote of the Month

"Success is the sum of small efforts repeated day in and day out."

--Robert

Collier



The Competitive Edge

Exceeda Consulting, Inc., we are professional and experienced business consultants serving small and mid-size companies. We develop and implement solutions that guide the continuous profitable growth of our clients.

10. Commit to turning unrealized potential into results.

Let Us Help

Exceeda Consulting is uniquely qualified to help you discover your company's improvement opportunities and implement solutions that increase the overall performance of your organization and ultimately enrich your bottom line.



We are well equipped to assist you in reaching your goals as you look forward to a successful 2009.

Upcoming Speaking Events and Programs



Mark Your Calendars!

January 15th
The Power of Measurement in Developing a Winning Culture

Gem Plumbing and Heating Inc, Lincoln, RI
7:30am - 4:30pm

This full day program presents the opportunity to look under the hood of a Malcolm Baldrige National Quality Award candidate to view the business culture that enabled the company to grow from \$8M to \$40M in sales over the last 7 years. The "picture worth 1000 words" results in a very powerful hands on program.

www.geminstituteseminars.com

January 23rd
Managing Through Tough Economic Times

Central RI Chamber of Commerce
8:30am - 10:00am

Make 2009 Your Best Year Ever... (No kidding...)

The business definition of insanity is doing the same old things and expecting a different result. Asking simple questions can result in amazing differences in your company's performance. You just need to know which questions. This program focuses on critical concepts and real world examples from businesses like yours.

If you are not a Central RI Chamber member, when registering at the website below please use the registration promotional code **LG123** to waive the \$25 fee.

www.centralrichamber.com

February 10th
"Managing in Tough Economic Times"

Your competitive edge is linked to your ability to rapidly deploy business solutions. Using our innovative systems and proven methodologies this goal will be achieved in an environment that stresses teamwork and makes cooperation an essential element in the work environment. With over 20 years of experience and an extensive list of capabilities Exceeda Consulting is uniquely qualified to meet your business needs and give your company the competitive edge.

We invite you to discover how Exceeda Consulting can help you realize your company's greatest potential.

Visit Us On The Web



RI Small Business Development Center
4 Part Seminar Series
See Link for details on dates and times

This program involves 4 sessions, each 3 hours in length over a 4 week period. For company Presidents that are intent on not only surviving today's economic challenges, but desire to penetrate their target markets, this is a program to consider. We will present a proven "hands-on" practical approach to "redesigning" your business model to optimize your profits and your market penetration.

www.risbdc.org

Please contact us to see how we can help your organization!

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