

Are You Suffering A *Project Recession*?



**Forget the recession in the economy!
There's one a lot closer to home.**

Failure rates of major projects in companies today is upwards of 91 percent, costing hundreds of billions of dollars a year.*

75% of employees AND managers are NOT ENGAGED: Either unhappy at work or “just putting in time.**

Vital Smarts research of over 1000 executives and project specialists, encompassing over 2200 projects ranging from \$10,000 to \$1 billion.

** Gallup survey conducted in 2006 (over 10 million workers in all industries and company sizes)

Are your projects experiencing these symptoms?

- Over-budget and late
- Fuzzy, shifting priorities
- Inability to talk about the real issues and tell the truth
- Decision paralysis
- Fear-based thinking and politicking
- New thinking and ideas killed without a chance
- Inability to effectively influence across silos

What is this costing your business?

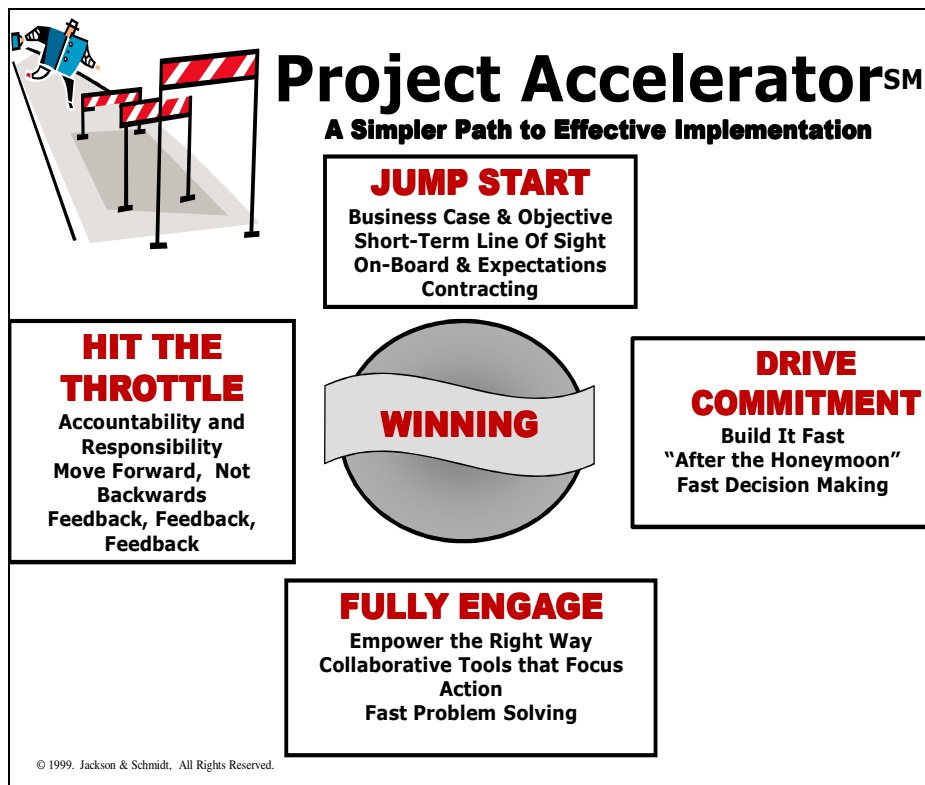
Most “solutions” to this problem are canned training programs or software that do NOT address the leadership and cultural issues that typically derail projects. (Often the hardest stuff for insiders to see). This approach to solving the PM dilemma is like expecting to harvest your garden using the latest equipment or seed engineering. If the soil is weak, good tools won’t produce a great harvest.

Project AcceleratorSM assesses your organization against a proven model of 4 specific best practices in leading effective projects, and provides a detailed road map for addressing the real issues that de-rail almost all projects. If you implement the road map using our recommended winning process, we guarantee they will overcome root causes of poor planning, problem solving and decision making.

Our assessment and **Project AcceleratorSM** process will dramatically increase your ability to:

- Jump-start teams and projects to quick performance using our “expectations contracting” process.
- Rescue a critical team or project that is under-performing.
- Drive commitment and engagement toward critical objectives.
- Engage people and teams to better serve customers.
- Quickly identify and overcome road blocks during implementation.
- Set the stage and teach the skills for PM’s and other stakeholders to raise and address problems with senior management, in a way they are heard and addressed

“J&S has an outstanding capacity to create group ownership and momentum, whether through strategic planning, to correct non-functioning or poor functioning teams, or in launching a brand new team. The greatest value they provide is their brilliance at diagnosing problems, and their subsequent ability to help the group clearly discover the real issues for themselves.”
--DS, Senior Director, Health Services Organization



A Few More Words From Our Clients

“My time is very precious. The work with J&S to complete this program was a very worthwhile investment. I will use the tools as part of my permanent management style, and coach my people to do the same.”

--FC, Director, Pharmaceutical Company

"This process from J&S really works. It is helping us run more efficient meetings and do more effective problem solving. Immediately following the training, we used what we learned to create a complex road map for our future that impressed the CEO to say "OK, this is critical to our success. Where do we sign up?"

--MG, Senior VP, Manufacturing

"The change process we must undertake is daunting. We can buy the technical solution from a consultant, but a "drop-in" solution will never succeed if the people who have to live with it every day don't own it. This program provides the skills we need to build a sustainable solution, with real commitment and real ownership. We've used it before with J&S and it works."

--RB, Senior VP, Pharmaceutical Company

To learn more about our solution:

White Paper – Request our white paper "7 Facts About Why 91% of Projects Are Over-Budget and Over-Due."

Call us. If you have an urgent problem, why not take this small risk? We are happy to talk with you for 30 minutes or so about your business, with no risk or obligation. And we won't bug you afterwards unless you ask us to.

Email us at contact@jacksonandschmidt.com to ask a question, ask for useful information. We're pretty generous and responsive. If you are slower moving and want to read more first, be sure to check out our "**Free Resources**" for free tools, articles, and blog.

We look forward to having you call us now...

(For a perspective that WILL make you think about things you haven't considered.)

Just do it.

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