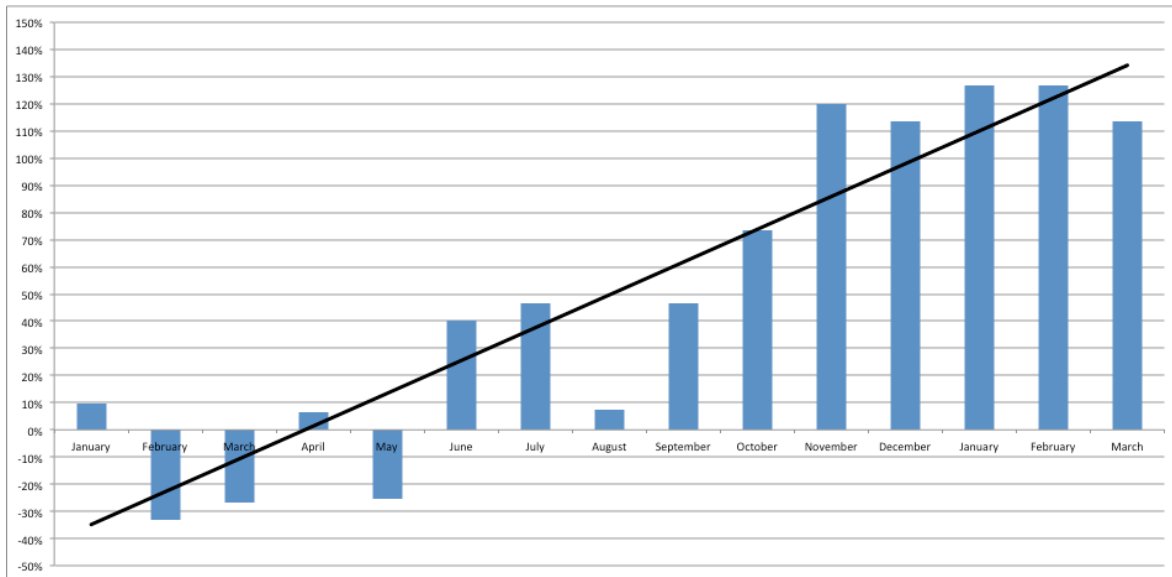


One Client's Financial Performance Improvement



This graph is designed to show profitability as a percentage of profit plan. For example, 100% represents when the organization has precisely met the profit plan. This organization began full implementation of TLD II (Team and Leadership Development II) on the first month of this graph, which is January (2013). The solid black straight line is a trend line, which shows how the average profitability improved over time. As you can see, the improvement was dramatic.

Dramatic improvements are typical with this process, though not necessarily as dramatic as this one. Most improvements are in the 20 to 30% range in the first six months or so. Rate of improvement is dependent on many factors including the willingness and commitment of the leadership, the felt need of the team, and the performance level of the team at the beginning.