



# OPTIMIZE WHAT YOU OWN:

## A PRACTICAL GUIDE TO INVENTORY & STAFF ALIGNMENT

A Small Business Guide by  
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[TrainandTrim.com](http://TrainandTrim.com)

Inventory Control | Team Training | Operational Efficiency



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# Meet Your Advisor



## What I bring to the table

As a U.S. Coast Guard veteran with over 21 years of service, I've managed more than \$500 million in inventory and trained hundreds of individuals to understand and implement operational policy. My mission has always been to bring structure, clarity, and purpose to every system, whether in government operations or small business environments.

With a Master of Business Administration in Finance and decades of experience in procurement, audits, training, and logistics, I founded TrainAndTrim to help local businesses thrive by unlocking hidden efficiency and empowering teams to succeed.

I specialize in identifying waste, creating systems that make sense, and ensuring everyone on your team knows exactly how to contribute to your success.

## Commitment

Now, I bring that same dedication to local businesses. My goal is to help you get the absolute most from what you already have, before you feel forced to spend more or hire more.

If you're ready to train smarter and trim the waste...I'm here to help.

**Inventory Control | Team Training | Operational Efficiency**



## Chapter 1: Inventory

### The Overlooked Profit Leak

#### **Common Problems**

- Overstocked and unused supplies
- Inconsistent labeling and restocking
- Fear-based purchasing

#### **An actionable Fix**

Implement a Visible Shelf System—designate a small, clearly labeled “use-first” section. You’ll be shocked how much waste this eliminates.

#### **Pro Tip**

If you haven’t done a walk-through of your backroom with a clipboard this month, start there. It’s not just an inventory check—it’s a profit hunt.



# Chapter 2: Audits

## The Power of Operational Audits

### → Audits

Audits often sound intimidating—but done right, Audits are your best friend. They reveal the gaps in your workflow, communication, and purchasing logic. In the military, we relied on internal audits to ensure **readiness**, not just compliance.

### → What an Audit Can Show:

- **Duplicate work**
- Delayed decisions from **unclear roles**
- Supplies purchased **but unused**

### → What You Can Do Today:

- Choose one area (e.g., deliveries, cleaning, **restocking**) and map the process.
- **Ask:** Who touches this process? How long does it take? Where are people waiting or unclear?

**Audits aren't about blame—they're about clarity.**



**Resource Optimization Advisor**

# Chapter 3: Training Train for Transformation

Profits  
25%

Most consulting services hand over a checklist and disappear. I believe in training—because when your people understand the why, they'll own the how.

In the Military, I trained hundreds of people to confidently implement policy, from junior personnel to senior leaders. Training wasn't just instruction—it was empowerment.

## Your Team Needs:

1. **Clarity:** What does success look like?
2. **Consistency:** Are they taught the same way, every time?
3. **Confidence:** Do they feel like part of the solution?

You don't need a new team. You need a trained, and engaged one.

**Start small**—train one person this week on a new standard, then let them teach the next. **That's scalable empowerment.**

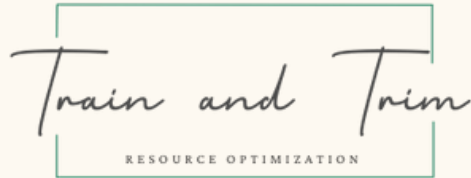
Policy  
25%

Inventory  
25%

Personnel  
25%

**And that is what I can confidently do for your business**





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## Conclusion: The Strategy Leaner, Smarter, Stronger



### Analysis

Every business has hidden profits—locked in cluttered inventory, messy workflows, or teams that are unsure how to contribute.

**My job is to help you unlock them.**



### With TrainAndTrim, you'll get:

- A custom walk-through of your business
- A report that reveals quick wins
- Team training designed to stick
- Long-term systems you can maintain

**Free Bonus:**  
**Efficiency Report with a free 15-Min Walkthrough**

Want to see exactly where your biggest opportunities lie?

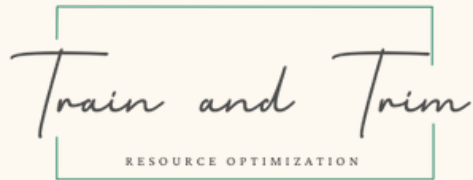
**Book a complimentary 15-minute consult.**

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# Thank You!

You're already ahead just by reading this.  
Imagine what we can do together.

**Book a complimentary 15-minute consult.**

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