



The great discovery

... a process that advances human achievement

Discovery Presentation



The great discovery



Why is quality important?

Quality is Value

Quality is Goodness

Quality is Dependability

Quality is Satisfaction


Quality is Confidence

Quality is Efficiency

Benefits of Quality



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99% would translate to
16 short or long landings each day at
Phoenix Sky Harbor Airport

How good is good enough?

99% means ...

- ✚ 12 newborns to wrong parents daily
- ✚ 18,322 letters mishandled each hour
- ✚ 2 million documents lost by IRS
- ✚ 5 million books with wrong covers
- ✚ 315 misspelled entries in dictionary
- ✚ 20,000 wrong prescriptions this year

... 99.4% is average quality!

Searching for Quality



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What is Six Sigma?

A time-tested management system that delivers breakthrough improvements in every aspect of a business

Created in the 1980's by Mikel J. Harry and Bill Smith, engineers at Motorola

Over the past 20 years Six Sigma has revolutionized the world's top corporations and saved billions of dollars by increasing quality

Leadership in Quality

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How good is Six Sigma?

- 1 to 2 Sigma is Poor
- 3 to 4 Sigma is Average
- 5 to 6 Sigma is World-Class
- 4 Sigma = Baggage Handling
- 6+ Sigma = Airline Safety

6 Sigma is nearly 2,000 times better than 4 Sigma!

Striving to be World-Class

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Grasping the Impact

Can Six Sigma improve life?

Imagine that 300 things must be successfully completed to realize your “dream.”

If each “thing” was 4σ , the chance of doing “all things right” would be about 15.4%. This means that 45 of the 300 things would be “at risk.”

If each “thing” was 6σ , the chance of doing “all things right” would be about 99.9%. Thus, virtually all 300 things would be realized in a high quality way.

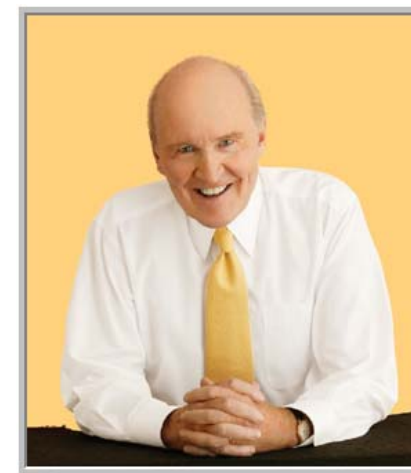
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Who endorses Six Sigma?

“Six Sigma is the biggest opportunity for growth, increased profitability and individual employee satisfaction in the history of GE”

Jack Welch



CEO
General
Electric
Corporation

Perspectives of a Great Leader



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What is the world saying?

“Six Sigma clearly has had a profound impact on the corporate world”

“82 of the 100 largest companies in the US have embraced it [Six Sigma]”

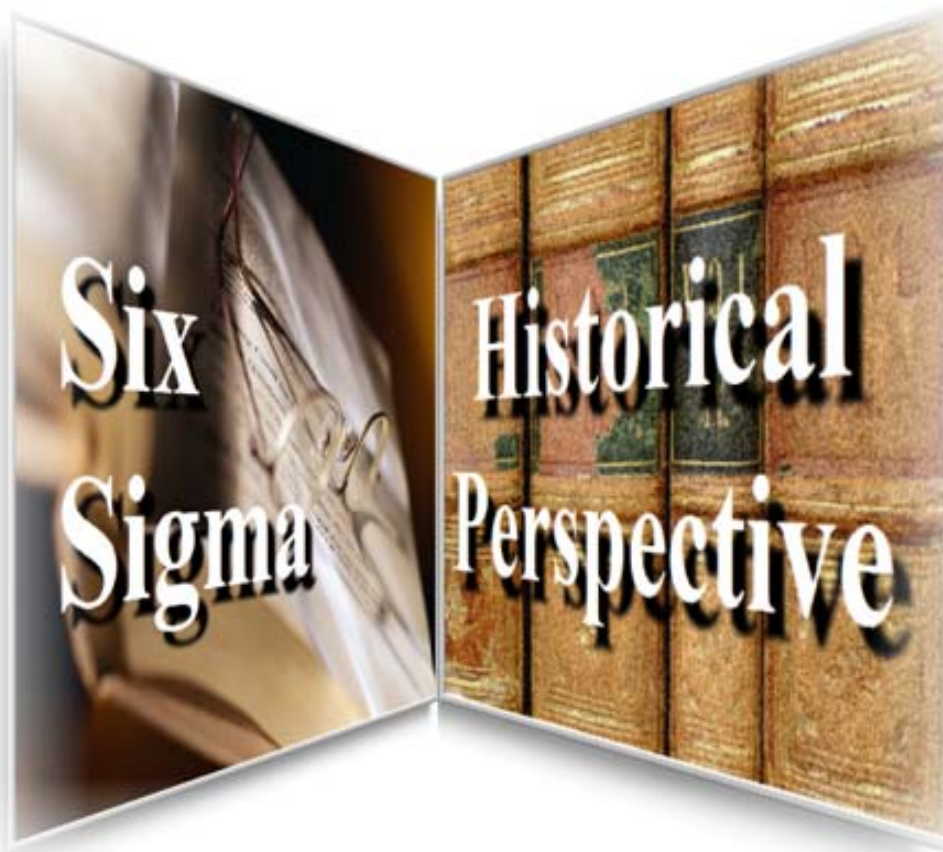
“Jack Welch has argued that a leader needs to single-mindedly inculcate Six Sigma into every corner of an organization”

Business Week Magazine

Perspectives of the World



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Where is Six Sigma going?



Gen I: 1980's
Quality Improvement



Gen II: 1990's
Cost Reduction



Gen III: 2000's
Value Creation



Gen IV: 2010's
Personal Achievement

The Evolution of a Revolution



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What's the Great Discovery?

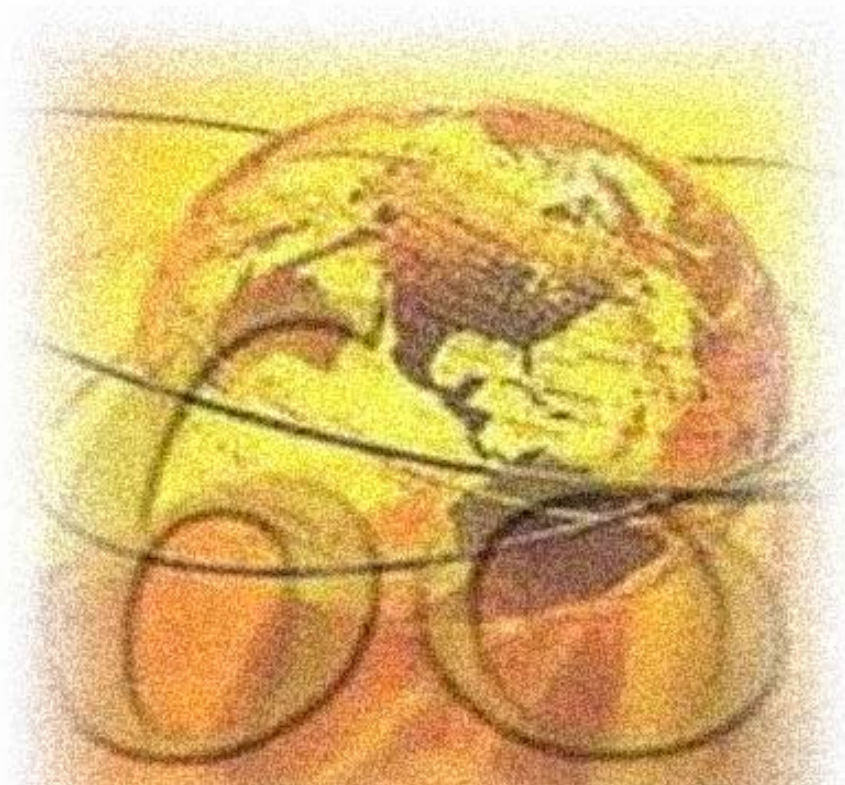
**A process that advances
human achievement ...**

**... a proven way of
thinking that transforms
ordinary performance
into extraordinary results**

Becoming the Best



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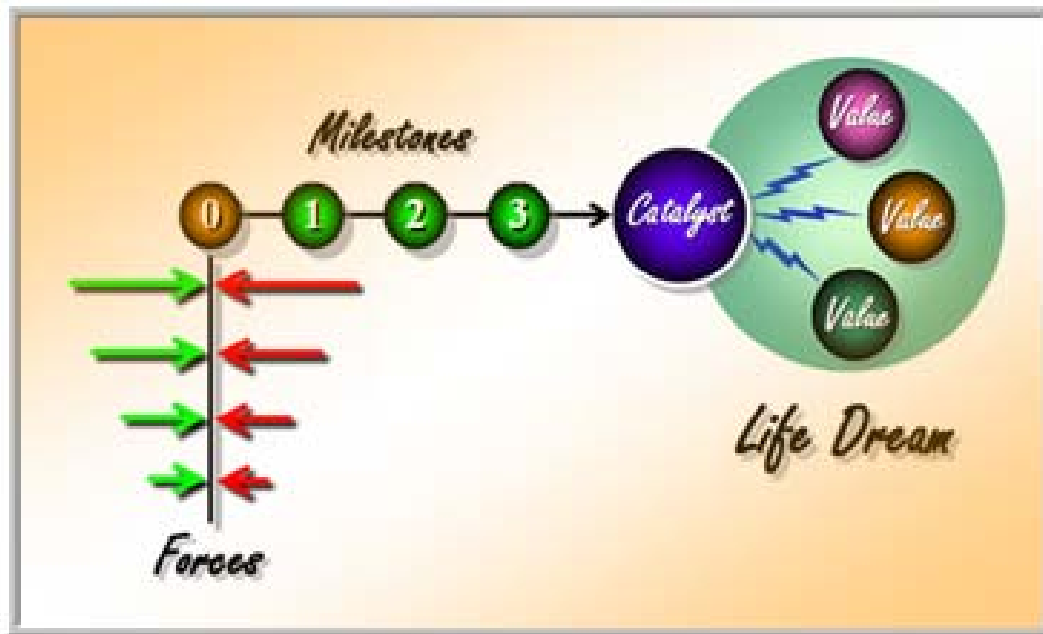
Taking Quality Personally

What is a Six Sigma Life?

- σ Superior Financials**
- σ Substantial Flexibility**
- σ Satisfying Experiences**
- σ Secure Retirement**
- σ Stable Family**
- σ Strong Mind, Body & Spirit**

The Fourth Generation

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What's the path?

Innovation

Phase 1: **Do the Dreaming**

Phase 2: **Dream the Doing**

Execution

Phase 3: **Plan the Doing**

Phase 4: **Do the Plan**

*A proven, time-tested method
that can empower anyone to
achieve remarkable results*

The Breakthrough Strategy

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*How will you decide where
your life should go?*



Do the Dreaming means that you must look out to the horizon, sharpen your vision, dream big and dream wide. You must then define a catalyst dream that, when realized, will manifest your other core values.

The Six Sigma Way of Thinking

The Breakthrough Strategy

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How will you envision the path to your dreams?

Dream the Doing means that you must define the progressive milestones that will lead you to your catalyst dream. It also means that you dream about “cause and effect” relationships that will drive your journey.

The Six Sigma Way of Thinking

The Breakthrough Strategy

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*How will you empower
your journey?*

Plan the Doing means that you must define and optimize the critical forces that will drive you to each milestone. It also means that you must translate the critical forces into actions that can be executed in an accountable way.

The Six Sigma Way of Thinking

The Breakthrough Strategy

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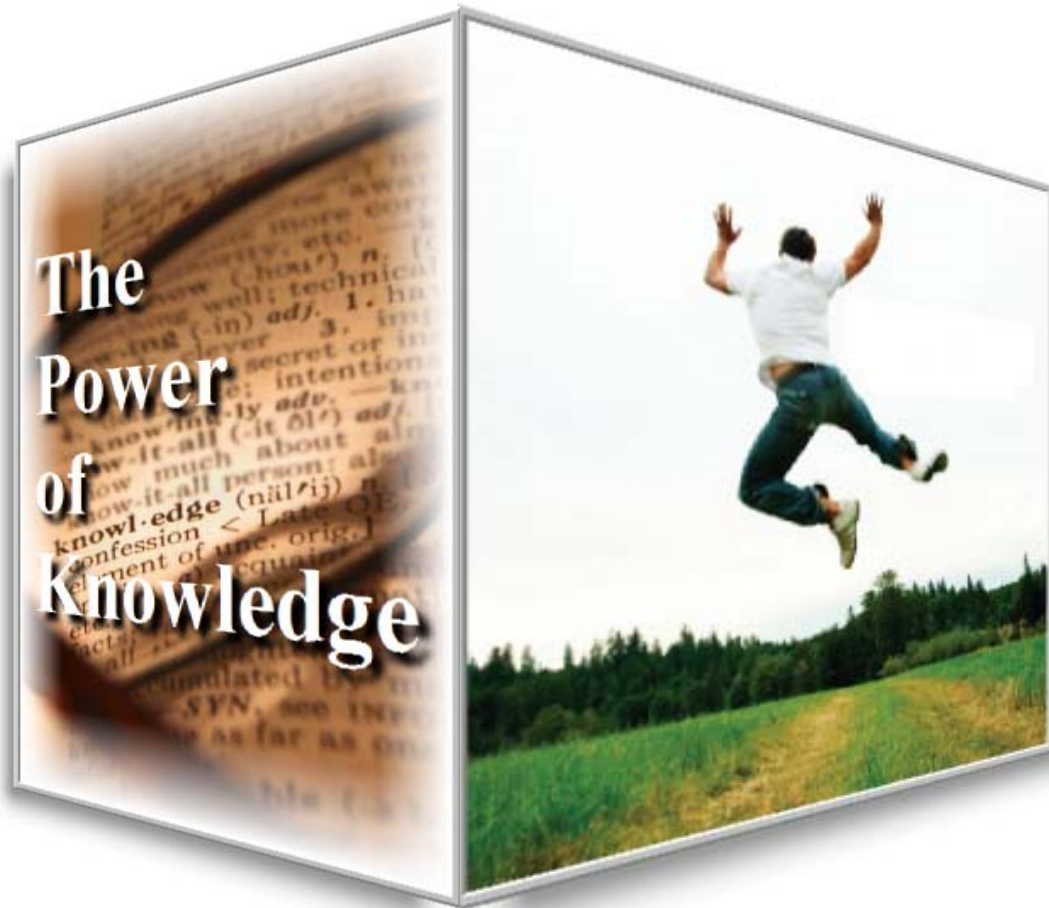
How can you ensure steady progress?

Do the Plan means that you must engage the forces in a timely way and evaluate the quality of your execution. This means that you must monitor where you've been, where you're going and minimize the noise along the way.

The Six Sigma Way of Thinking

The Breakthrough Strategy

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How do you learn the Six Sigma way of thinking?

Day 1: The Proven Path and Strong Spirit

Discover the roadmap to breakthrough and how to engage your spirit to better envision the journey

Day 2: The Smart System and Simple Strategy

Discover how to harness the power of cause-and-effect relationships to achieve your critical milestones

Day 3: The Project Charter and Review

Discover how to apply the breakthrough charter to innovate and execute a personal or business project

Program Options

- Train-the-Trainer
- Coaching Services
- Content Testing
- Program Customization
- Enterprise Licensing

Delivery Options

- Online Self-Study
 - ✓ Single-User
 - ✓ Multi-User
- Live Group Delivery
 - ✓ Open Enrollment
 - ✓ Closed Enrollment

The Great Discovery Program