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For a free copy of
Andrew's booklet **The
Speed Principles™: 50
Ways to Accelerate
Positive Business
Outcomes**, coming out
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mailing address

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and babies

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for procurement
expertise!

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[From Chaos to Order](#)

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Up and Coming Events Coming soon!!!

Andrew's 2010
teleconference series

Volume 23, February 2010

The monthly electronic newsletter presented by Andrew Miller

My newsletter focuses on providing ways to accelerate positive business outcomes and to better control the speed of your organization.



Sprint or Marathon

Businesses need to be part Usain Bolt and part Paula Radcliffe. Know when your organization needs to sprint and when you need to pace yourself for a longer race. The organizations that dominate their markets are the ones that spearhead innovation (sprinting) while always testing the limits of their capabilities (marathon).

The Faster the Better

This statement is not always true when it comes to life or business. You cannot treat every road the same, so accelerating to maximum speed is not always going to provide the most benefits to your business. You cannot treat a hairpin turn the same as a straightaway. You cannot treat a one-lane country road the same as a six-lane highway. You need to know the speed at which you are comfortable moving forward and try to maintain that speed for as long as possible.

Too Fast Too Soon

Many experts are suggesting that the reason that Toyota is having so many issues with product recalls is because it grew too fast too soon. Growing too quickly can cause you to change the principles that allowed you to have success in the first place. Toyota was always focused on quality and efficiency and now they seem to have gone away from those principles and focused on growth. Everything has a trade-off, just make sure you are not trading quality for speed. We have all seen where that leads.

Andrew's Nugget

Each month, Andrew will provide a little nugget of advice to help speed up your business.

Focus

If you want to make progress, focus on two or three things and move them forward. If you work on too many things at once, you will make very little progress and get frustrated quickly.

What's New with Andrew?

Below are some upcoming events and articles:

- Andrew is a frequent speaker on a variety of subjects and loves to hear himself talk, so contact [Andrew](#) if you need someone who can provide value to your audience. Here are some recent topics:
 - Maximizing returns and reducing risk in procurement operations
 - Marketing for success
 - Spend management
 - Creating greater synergy within an organization
 - Green procurement
 - Raising the profile of supply chain to an executive level
 - Effective decision-making
 - How to make better buying decisions
 - Developing training strategies that stick

If you are interested in any of our services or know someone that might benefit from working with us, please contact Andrew Miller at 416-817-1336 or visit our website at www.acmconsulting.ca

Please feel free to forward this newsletter to anyone to whom it might be of value.