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[Click here](#) to see Andrew profiled in the Mount Sinai Hospital Foundation newsletter

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Hear Andrew speak on "**How to raise the profile of the supply chain**" at the SCL Canada conference on April 28 ([click here for details](#))

Hear Andrew speak on "**Strength in numbers: How to manage multi-organizational projects**" at the ProjectWorld conference on May 12 ([click here for details](#))

Andrew Miller's What's new in Business?

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Leadership in tough times

This may be a repeat of some advice I gave a few months ago, but it is worth repeating. I do not envy the situation of some of our leaders right now. Companies are being scrutinized down to the penny and governments are making tough financial decisions. Shareholders are angry and people are losing their homes. So how do you lead during times like these? There are **five things leaders need to do**:

- Communicate openly with staff, investors and other stakeholders;
- Be accountable and take responsibility for your actions (ie. admit when you make a mistake);
- Solicit input from those around you - employees, suppliers, customers, advisors;
- Surround yourself with people that challenge your views;
- Trust your gut and move on, then learn from your mistakes.

Leadership is always tough, so I believe the principles above are the **foundation of any good leader, regardless of the economic climate**. If you want to be a good leader, follow these five principles.

What's new with supply chain?

Green procurement - Don't be surprised if you start to see this term creep into our business vocabulary. There is no need for a formal definition, but the easiest way to think about it is that it takes environmental considerations into buying decisions. Many companies are starting to consider the **environmental impact of the suppliers that they choose and the products that they purchase**. Many suppliers are starting to market the environmental friendliness of their manufacturing processes and distribution network as a **competitive advantage because they provide more efficient and sustainable service**. These efficiencies lead to cost savings in the long run. Welcome to the future of green!

Andrew's nugget

Each month, Andrew Miller, President of ACM Consulting Inc. will provide a little nugget of advice to help with your business.

Be bold

We need to be bold in order to differentiate ourselves from the pack. We need take on accepted norms, we need to question basic premises and we need to challenge all assumptions. Only then can we truly come up with new ideas and new approaches. We need to reinvent ourselves constantly and we need to be engaged in a constant learning process. Being bold and staying ahead of the pack is the way that you can emerge from this economic downturn with a competitive advantage. As the economy picks up, there will be companies and leaders that will thrust themselves ahead of their competition as a result of the foundations that they are building right now. You need to make sure that you are one of those companies. Don't let opportunity pass you by.

What's new with ACM Consulting?

Below are some upcoming events for ACM Consulting:

- On April 28, Andrew will speak about raising the profile of supply chain at the SCL Canada conference (www.sclcanada.org)
- On May 12 Andrew will speak about managing multi-organizational projects at ProjectWorld (www.projectworld.com)
- See Andrew profiled in the March edition of the Mount Sinai Hospital Foundation newsletter for his contribution to fundraising ([click here](#))

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.