

## Fast Facts

# The “Train Then Do” Workshop for small businesses

For almost 20 Years, Dr. Hill has been running the Small Business Advisor Series for selected **clients who needed to “be as good as Toyota.”**

Based on his experience with Toyota in Canada, China, Japan and the US, Dr. Hill created training, assessment tools and more to allow companies to see where they are on their journey towards Lean and continuous improvement.

We are what we repeatedly do. Excellence, then, is not an act, but habit.

Aristotle

The “Train Then Do” workshop evolved from the Small Business Advisor series.

Southwestern Ontario has great businesses with innovative ideas, but the challenges are considerable.

This offering is based on bringing Toyota-level success to small businesses. The goal is to become as good as world leaders since your business needs to be globally competitive and not just survive locally. **Here’s what the workshop covers:**

You have to manage a system. The system doesn't manage itself.

Dr. W. Edwards Deming

**\$1,250 per person for the 2 day workshop**, including all materials, lunch and snacks. Small groups from the same company are welcome. \$2,500 for the workshop and 3-month follow-up period. The workshop covers:

1. **The Start:** Problem solving with data the Toyota way – This is based on the training Dr. Hill delivers to Toyota Canada and reflects his global 25 year experience with Toyota and other Lean leaders.
2. **The Application:** The Lean game – This is a fun event that brings people to an entire value stream, from order to delivery. The Lean game connects people in a practical way to key Lean concepts and serves as the basis for transferring skills to training and deployment at work.
3. **Seeing Opportunities:** Value Stream Mapping (VSM) – This is where problems are discovered and true root causes are identified so that solutions can be based on effective answers and not on trivial or superficial problems. VSM ranks solutions by their savings and ROI so that real change takes place.
4. **Making Plans for Change:** The A3 report and the PDCA Cycle – These tools connect people to the improvement process and deliver sustainable results as well as the larger improvement plan – no one short attempts at improvement.
5. **Making Change Stick:** Lean leadership and organizational change – IF 20% of Lean/TPS success comes from tools, the remaining 80% comes from connecting people and leadership to the Lean/TPS philosophy. Ideas really do sustain progress and this section connects people to sustainability.

Your Lean process should be a Lean process. You need twice the value from half the price!

Dr. Timothy D. Hill

### Training materials include:

- The Lean workshop book (protected PDF)
- A3 Problem solving master (Word document)
- The following titles for the start of your Lean bookshelf:

- Hill, T.D. (1985). Understanding the Management Practices of the Pacific Rim: Preparing for the management challenges of the 1990's and beyond. (CD)
- Hill, T.D. (2002). Applying Kaizen: A Measurable Approach to Continuous Improvement in the Workplace. (CD)
- Hill, T.D. (2006). LEAN: A Practical Guide to Delivering Lean in the Workplace. (CD)
- Hill, T.D. (2007). Lean Management Principles Training. (CD).
  
- Liker, J. (2004). The Toyota Way. New York: McGraw-Hill. (Book)
- Rother, M & Shook, J. (1999). Learning to See: Value Stream Mapping to Add Value and Eliminate MUDA. Lean Enterprise Institute. Cambridge, MA (Book)
- Womack J. P. & Jones D.T. (1996). Lean Thinking: Banish Waste and Create Wealth in Your Corporation. New York: Simon and Schuster, Inc. (Book)

#### Also Available:

- Lean/TPS readiness survey, as used with Toyota suppliers. Assesses management against Liker's 14 Toyota Leadership Principles and operational processes against Lean/TPS leader ratings. Fees are contingent on business size. **Ask for details.**
- For an additional \$1,250/month, a three month follow-up period to sustain improvement will be available.

#### About "Dr. Tim"

Tim represents a unique combination – practical leadership in both human resources and quality. He has been consulting to world leaders for over 25 years. He has saved organizations millions of dollars and time while creating sustainable continuous improvement and quality.

Tim started his studies in quality in Japan at places such as at the Asian Productivity Organization, the W. Edwards Deming Institute, the Kaizen Institute, the Japanese Association of Suggestion Systems, the Quality Control Research Institute, Japan and the Japanese Union of Scientists and Engineers (JUSE) and more. He is listed as UWO's expert on human resources, Lean and corporate social responsibility.



Dr. Tim (left) is receiving a lifetime Lean/TPS award from the Society of Manufacturing Engineers (North America.)

Dr. Tim worked with Dr. Edwards Deming (United States), Ishikawa (Asian Productivity Organization, Japan) and Imai (Japan Kaizen Institute, Japan.)

He has worked with Toyota in Canada, China, Japan and the US for over 20 years, including partnering on a Kaizen book for industry, training materials and more. He was selected by Toyota Canada to train its employees on the Toyota Production System, Problem Solving for Quality and Toyota Business Practices – the new international Toyota standard. This Lean/TPS training includes Toyota's suppliers (current and potential) as well. He has a complete TPS Supplier Audit as well as Lean/TPS Organizational Audit.

Most recently, he is responsible for savings millions of dollars and years of patient wait time in hospitals in Canada by applying Lean/TPS to healthcare.

He is a popular speaker, has authored a number of books, published hundreds of validated surveys, earned 7 Who's Who citations and consulted, taught and lived in Canada, Hawaii, China, Japan, Malaysia and West Africa. Tim returned to consulting under his own banner after leading the new international Lean Enterprise Group for the world's largest consulting firm. He is a Certified Lean Six Sigma Black Belt and is certified in Project Management. On a personal note, he is a licensed Private Pilot, SCUBA diver and internationally certified instructor for Spinning, Pilates and Tai Chi.