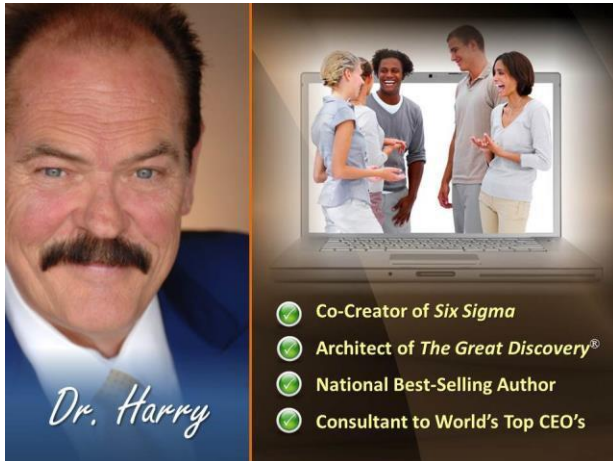


2021

Program Description



The great discovery ... a process that advances human achievement



Throughout our personal and professional lives, we sometimes feel a compelling need to pursue a personal dream or achieve a meaningful business improvement. Some of you must realize such victories for your work team, a committee you sit on, or group of people attempting to improve the operation of a core business process. But how is this done? How can the odds of success be maximized? Is there a tried and tested way of getting yourself and others on the path to victory?

The answer to such questions is founded on knowledge. Simply stated; “To get the right thing, you must do the right thing.” Of course, to do the right thing, necessarily means you must know the right thing to do. After all, “you can’t do what you don’t know.” Consequently, if you expect to achieve breakthrough in some dimension of your life or improve your business, you must have the underlying knowledge required to innovate and execute high quality solutions.

Interestingly, during the course of our formal education, we are taught many facts and skills, like reading, writing and arithmetic; but, we

are never formally taught how to mold these things together to increase your odds of success. We attempt to create success based on our existing knowledge and often rely on trial-and-error in our search for the elusive answers.

This is to say that we sit down, think about what we would like from some dimension of our life and then try to formulate a series of steps for realizing our dreams or goals – calling on our education and experiences to help guide that aim.

Almost without saying, such an approach to breakthrough often results in a hit-and-miss strategy that usually leads to lackluster results, if any at all. The Great Discovery® overcomes such shortcomings by providing you a proven way of thinking, simple method of planning and superior way of executing your plan, yet do so in a highly repeatable and accountable way.

In a nutshell, The Great Discovery® is a process that advances human achievement to the point of breakthrough – and beyond. It is a way that ordinary people can envision, plan and achieve extraordinary things.

From this perspective, The Great Discovery® is a highly structured, disciplined and systematic way of thinking that allows you to formulate a dream or stretch-goal, and then create a clear roadmap to the realization of such aspirations.

The Great Discovery® will help you achieve what you value most in life or at work. It’s a way you can unify the thinking and activity of people toward a common vision. It’s a method



The great discovery *... a process that advances human achievement*

that allows you to provide solid, confident leadership – in your personal life, your home life and your work life.

By now you should have a general idea of what The Great Discovery® is about, as well as its basic purpose and intents. However, you might be wondering where the discovery came from and why it's so great. The Great Discovery® is a direct descendent from the world-acclaimed business management system called "Six Sigma."

Essentially, Six Sigma is a better way to run a business. It's a way to move an organization to higher levels of performance – in everything they do. It's a roadmap and set of tools that, when properly applied, will create breakthrough in the way you get the work done.

From the business perspective, The Great Discovery® will deliver bottom line results, increase customer satisfaction and deliver higher levels of stakeholder value. From the personal side of things, The Great Discovery® will deliver you a higher quality of life with less effort and cost.

The first generation of Six Sigma originated at Motorola in the 1980's and was focused on defect reduction. Then, in the '90's, General Electric ushered in the second generation of Six Sigma to drive costs down and profits up. The third generation of Six Sigma was inaugurated by DuPont around 2000 and was used to increase their overall value proposition – to customers and shareholders alike.

After nearly 35 years of demonstrated success, Six Sigma is now recognized as a top management innovation. For example,

Newsweek magazine reported that Six Sigma is now used by 82 of the Fortune 100 companies. The great CEO of General Electric, Jack Welch, said that Six Sigma was the biggest opportunity for growth, increased profitability and individual employee satisfaction in the history of GE.

The power of Six Sigma has saved corporations billions and billions of dollars, made incredible improvements in product and service quality, and greatly increased customer satisfaction while concurrently improving shareholder value. Given such a track record of success, it's fair to say that the Six Sigma Way of Thinking has withstood the test of time and proven its ability to create breakthrough.

And now, the fourth generation of Six Sigma is centered on the advancement of human achievement – how you can create breakthroughs in any dimension of your life and achieve extraordinary things – just like many of the world's top corporations have done over the past two decades.

Across these 35 years of successful practice, we have gathered and analyze a great amount of data and information from thousands of Six Sigma projects. This knowledge was then filtered by our research team to reveal the common denominators of success.

The results of this inspiring research uncovered a pattern of thinking that was consistent across virtually all of the documented cases where positive, quantum change was achieved. Consequently, we call this way of thinking The Great Discovery® and refer to the application process as the Proven Path.