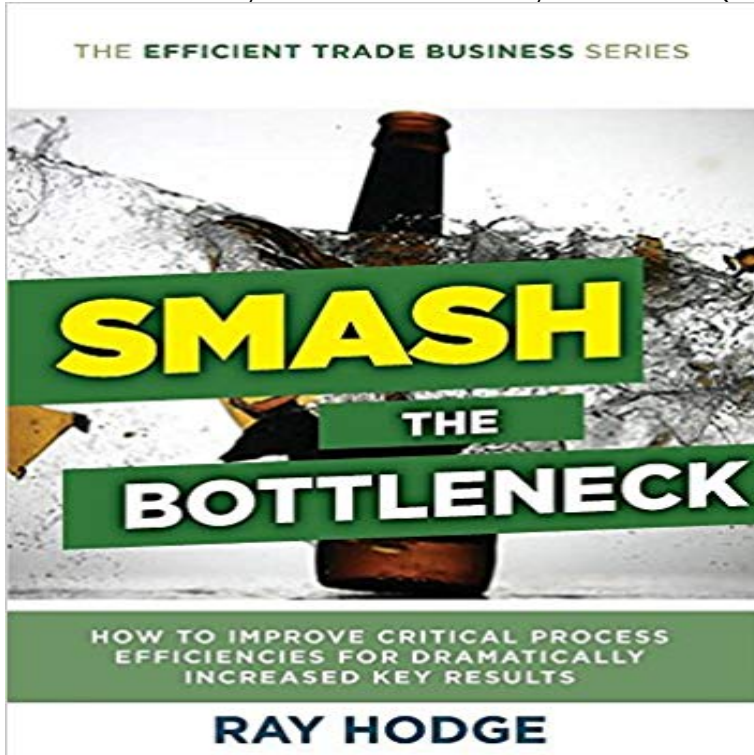


# Smash the Bottleneck: How to Improve Critical Process Efficiencies for Dramatically Increased Key Results (Efficient Trade Business)



Many of the current trade services companies (and other service based companies for that matter) are tested to the core as they experience growth. The technician completed their apprenticeship in learning the skills of the trade not on the running of a business. Things are manageable initially but as the incoming work increases so do the corresponding challenges. What once was a nice profitable and ordered business can become a dishevelled organization of chaos and debt. Ray Hodge outlines in *Smash The Bottleneck*, clear and concise steps for bringing improvement to the process efficiencies within a business. Whether Trade Services or any other service based business, his booklet is a must read if you desire to streamline your processes and gain exceptional results. Ray Hodge speaks and consults to businesses and organizations, a notable event being the Department of the Australian Prime Minister and Cabinet. His emphasis is on improving critical efficiencies to dramatically increase key results. He has coached and provided consulting services to leaders and teams for over 25 years.

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