



# OTTAWA VALLEY GLASS

E N T E R P R I S E S L I M I T E D

Trevor Stevenson  
LMI Canada

Dec.11/2006

Having recently completed the Effective Personal Productivity program with Trevor Stevenson of LMI Canada, I wanted to share my thoughts and experiences regarding this course.

This has truly been a renewal for me through this program. Having been in business for over 23 years and a manager and owner for many of those, I became very set in my methods of management and thinking. I never really thought about the minute by minute cost of my time and those under my supervision, and how changing the use of that time to concentrate on high payoff activities, could ultimately make our company much more profitable. The use of the "My Tyme" planner has been a tremendous asset for myself, and many of my staff. The phrases, "Did you write that down?" and "When have you planned the time to do that?" echo around our office thanks to Trevor's coaching.

EPP has also taught me about the balance that is required between personal and business life to be completely happy and satisfied. I set personal goals such as improving my physical fitness and spending more time with my partner and family. This resulted in losing 10 pounds as well as a much more fulfilling relationship at home. Business did not get in the way as much during personal time.

I set many business goals for myself and felt such satisfaction as I checked off my accomplishments. Our company has become more profitable with more focused, happier employees. We have all learned the power of delegation and coaching to allow us to do our own jobs more efficiently. I have increased my time spent managing from 25% to 75% by utilizing the lessons I have learned in EPP. This time is now spent on my high payoff activities instead of on routine tasks that can be handled by other team members.

Our company has recently secured several contracts worth approximately 15 million dollars. Our net profit has increased 20 percent since the program started. I have been able to hold off on hiring more employees to handle our workload through delegation. I realize the importance of providing all team members with adequate training and empowering them to do their jobs well. The expectation of positive results can transform attitudes and make the workplace full of exciting energy as we look to the future.

In summary, EPP has been the most valuable training that I have ever received. Trevor was an excellent coach and dogged in his efforts to keep the whole group on track. It made the difference between just taking a course and actually living and applying the course. I would not hesitate to recommend EPP to any level of employee or manager/owner. It will surely have a great impact both personally and professionally and you will see the positive results EPP can bring.

Shawn McHale

President