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## **Entropy Busters® Series**

[Knocking Off the Training Wheels](#)

[Volume 2 | Number 11 | November 2019](#)

### **Knocking Off the Training Wheels**

Recently, I attended two industry functions and spent several days with other consultants, advisors and strategists. It's always great to be around other smart people. It makes you elevate your own game.

However, there can be a downside to meeting with these professionals.

Here is what happened to me. I got frustrated and discouraged. I looked around me and felt disillusioned and thought: what's the point of all this extra work? It would be easier just to go back to the status quo and play it safe.

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There will always be someone smarter and more successful who has more toys than you.

Be cautious when comparing yourself to others. You might just limit your own capabilities.

I dug my heels in, pointed myself north and bounced back! I realized, it wasn't fear of failure that I was afraid of. It was fear of success!

One of the biggest challenges I see with organizations is to just start. They need to set aside their self-doubt. I'll say to them: "It's time to **Knock the Training Wheels Off** and start our journey". This is exactly what I needed to tell myself!

### **Your Journey   Your Foot Prints   Your Legacy**

Does this lesson translate well to businesses and enterprises?

Absolutely! We need to plant a stake in the ground or draw a line in the sand. Just start!

The inability to start is the real sin! What's the worst thing that could happen? You learn something!

**The only thing to fear is fear itself!**

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Don't let the "status quo" rob you and the organization of their true potential.

I see this every day in organizations that I'm advising. I call it the rubber band effect. It's easier and more comforting to go back to the office, answer e-mail or go to a meeting than to confront the fear of change.

Beware of this false security blanket. Don't be tricked by this facade of comfort. It is the equivalent of the wolf in sheep's clothing to the growth and survival of any organization.

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Invest in yourself and your team members. Success, organizational wealth and sustainability is a long-term game

Before you know it, you will have an engaged and thriving team with excellent results. There is no better way to attract and retain high potential team members than to give them the opportunity, tools and authority to make an impact. What are you waiting for...?

## **Knock the Training Wheels off and join the race!**

**Operational Excellence Moment:** Are you documenting the teams progress? If you're not, you should be. As you may be aware, I do underwater photography as a hobby. Here are two pictures taken at identical dives sites a couple of years apart. When the picture on the left was taken, it was one of my best shark images. It's in focus, however there is too much water between me and the shark. Still a nice picture. The picture on the right is significantly better. It's in focus, there is much less water between the shark and me. This gives a sharpness and contrast to the shark white belly. Can you show the same progress made in your organization? It's the journey; it ebbs and flows. Sometimes it's revolution and other times its evolution. The critical point is to keep moving forward and don't take your foot off the gas.

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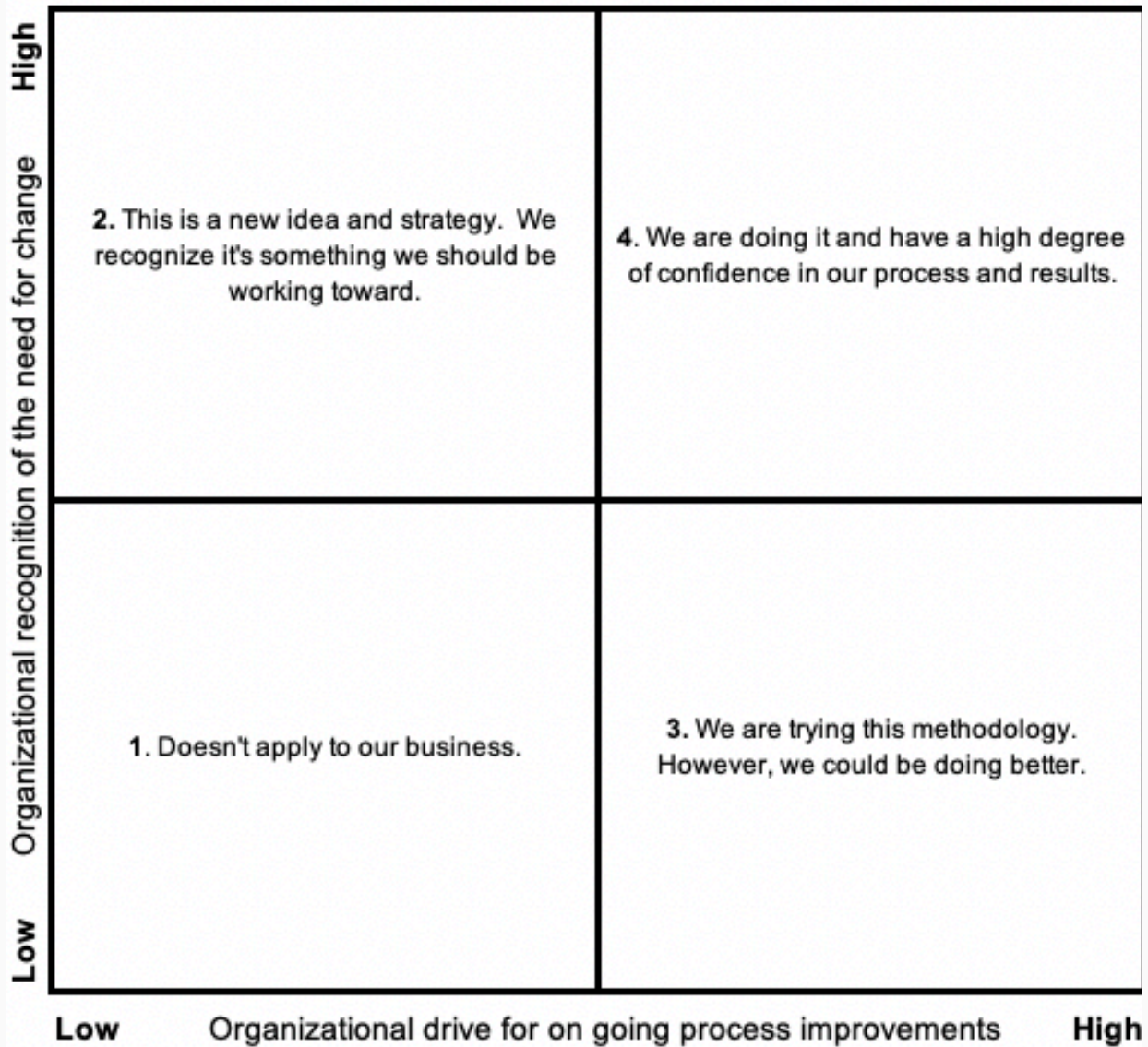


**Self-Ranking - Pick one of the four questions below and then fill in your comments in the space provided.**

1. Don't think this applies to your business or enterprise? (Write three to four reasons why it might not.)
2. This is a new idea and strategy, it's something we need to work toward. (Brainstorm the first steps.)
3. We can do better, modify our strategy, and now we are moving in the right direction. (What are the next steps to ensure success?)
4. Our team gets the necessary time to keep their minds fresh and we have plans to live our dreams. (Comment on how you're ready.)

- ☐ \_\_\_\_\_.
- ☐ \_\_\_\_\_.
- ☐ \_\_\_\_\_.
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Dramatic improvements to inventory velocity, increased customer service and corporate profits”

## Entropy Busters®

Stop letting the process manage you! Become the champion of your game plan and achieve sustainable profits.

## **Inventory Is Evil!™**

**in·ven·to·ry / 'in-vən-ˌtôr-ē / noun**

Inventory is the term for the goods available for sale and raw materials used to produce goods available for sale.

**in·ven·to·ry is evil! / 'in-vən-ˌtôr-ē is 'ē-vəl / phrase**

Left unchecked inventory has many negative unintended consequences to profitability.  
It hides problems; **therefore, it delays fixing problems!**

**Turning Operational Problems into Profits™**

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Thanks in advance for your time. As always, thanks for being a loyal client. Looking forward to helping you and your team again soon.

Carpe diem,

[Art Koch](#)

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