## Instructions:

**1.** Identify 5-10 core business processes that drive your economic engine and its output

**2.** Determine the primary output

**3.** List business output and Key Performance Indicators (KPIs) for each core business process

**4.** Assign specific accountability for each core business process

| 1 Process Name | 2 Process Output/Core Customer | 3 KPIs | 4 Accountable Leader |
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## LEAN seeks to eliminate any waste of time, effort or money:

1. Define value from the standpoint of the core customer

2. Identify each step in a business process and remove unnecessary steps

3. Make the value-creating steps occur just in time

4. Repeat the first three steps on a continuous basis (until all waste has been eliminated)

**Contact SSBG to discuss your business growth plans**
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