

## Throughput Accounting: Hi-Octane Fuel of Performance!

Throughput Accounting will unify your organization, from top to bottom, across all disciplines, regarding the metrics that will deliver consistent, persistent, and profitable growth, enabling your firm to outperform its corporate and industry peers.

In **Throughput Accounting: Hi-Octane Fuel of Performance**, Scott McMartin outlines the management accounting framework that enables firms to rise above their oscillation between marginally profitable and periodic profit paranoia, to consistently outperforming its industry peers. Scott's insights will compel you take first steps that are immediately actionable.

*"Scott is a passionate supporter of US discrete manufacturing, deeply committed to his clients' success in their continuous improvement initiatives. If Market Leadership, characterized by High Customer Satisfaction levels and Profitability exceeding the Cost of Capital, is your objective, Scott's insight is your best bet for immediate success and long-term partnership."* **John Sturgill, Global Finance Technical Manager, Ingersoll Rand**

**Thursday July 11th, 2019 from 8:00am – 9:30AM**

**At the Schmidt Training and Technology Center, RACC Campus - Room T118**  
15 South Front Street, Reading PA 19601 – Free Parking in Adjacent Garage

[Click here to sign-up and reserve your seat.](#)

Cost: \$25 / person (includes Continental Breakfast)

### Key Takeaways

- ✓ Your Business is a **Portfolio of Customers**, not Products
- ✓ How to assess the alignment of your customers with your **True Value Proposition**
- ✓ Why **Cost Accounting** undermines your competitiveness in a buyers market

**Scott McMartin**, Managing Director, Nimble Leader. Fundamental to his customer-centered approach is the belief that a manufacturing executive's mandate is to consistently drive positive Net Operating Profit After Tax (NOPAT) that exceeds the firm's cost of capital; i.e., positive EVA. At session conclusion, you will head back to your plant with at least one action item you can immediately execute to affirm the evidence of opportunity for improved throughput within your own business. For more than 25 years, Scott has been enabling his clients and employers to leverage Throughput Accounting as means of enabling all company employees to think, and act, like owners.

