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## Why Another Newsletter?

While an e-mail newsletter offers an effective way for us to stay in touch with our clients and friends, more importantly, we hope to provide you with information and tools you can use and apply to succeed in your own careers and businesses. When our newsletter hits the mark, you benefit, which is the only thing that matters to us.

We know that when people view information online, they lose interest quickly and have a low tolerance for long articles. As a result, our newsletter, which we plan to distribute bi-monthly, will be brief and focus on major points. The newsletter might describe a new technology, highlight developing trends, or offer suggestions for building profitability and sustainable growth. This newsletter provides some business wisdom from well-known business leaders. We hope that our articles inform, clarify, and provoke thought.

## About Us



Our Mission is to provide small- to mid-size manufacturing and service companies with business solutions to drive their sustainable growth and profitability by developing trusting, value-based relationships founded on our business expertise and our credibility in the business community.

Our value proposition is simple: when clients have implemented our recommendations, their company is better off for doing so and the financial gain they realize is always far in excess of our fee.

Act Group, LLC was formed in 2001 to provide a full complement of business consulting services for small- to mid-sized companies. Our focus is to offer solutions to the every day business opportunities and challenges that our clients face.

Our core management consulting competence lies in our ability to help businesses maximize profit, generate growth, and develop a sustainable competitive edge through our individualized solutions. We work with a wide range of clients, including those needing assistance to take it to the next level; those that are struggling in this challenging economy; entrepreneurs considering starting or buying a business; and long-time business owners planning to sell a company.

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RESULTS FOR THE CLIENT and THE CLIENT'S PERCEPTION OF THE VALUE OF OUR CONTRIBUTION ARE THE ONLY THINGS THAT MATTER...

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**Sustainable growth that improves bottom-line profitability and shareholder value is the outcome of the correct balance among markets, strategies, organizational capabilities, and leadership.**

Talk about work – life balance! Here's Frank in pursuit of the wily brown trout.



## Business Wisdom



Here are some rules and beliefs from successful and well-recognized business leaders. These are sound guidelines to bear in mind as we go about our day-to-day activities and as we continue on our long-term career paths.

### Warren Buffet

Rule #1 - Never lose money

Rule #2 – Never forget Rule #1

### Michael Dell

Maintain a healthy sense of urgency and crisis

Swing for hits, not home runs

### Jack Welch, General Electric

Have one message – simple and understandable

Repeat your message again and again and again

Measure: customer satisfaction, employee satisfaction, and cash flow

### Alan Grove, Intel

Only the paranoid survive

Continually ask, am I adding real value or merely passing information along?

### Lee Iacocca, Chrysler

Say it in English and keep it short

Set your priorities and act on them

Maximize earnings every day

Remember the fundamentals

### James Penney, JC Penney

Preparation wins

Hard work wins

Honesty wins

Spirit wins

### Andrew Carnegie

Begin with praise and honest appreciation

Call attention to other peoples mistakes indirectly

Talk about your mistakes before criticizing the other person

Ask questions instead of giving orders

Let the other person save face

### Nelson Rockefeller

The road to success is not short

The road to success requires a strong foundation

It takes patience and courage to compel others to have confidence in you