**Subject:** Business case letter for professional development resulting in a

workplace improvement.

Lean Green Belt/ Productivity Leader Training is now offered in various locations from Toronto, Vaughan, Barrie, Sudbury, North Bay and all the way up to Timmins by a company called PACE (Partners in Achieving Change Excellence.) Lean is an internationally recognized and proven approach to systematically eliminating waste (time, money, and resources) in organizational processes in order to improve upon quality and productivity while reducing costs. The methods taught by PACE go beyond just the Lean principles and teach essential change management and project management skills which help leaders attending the training successfully make improvements for private businesses, non-profits and large public organizations.

This “training” is not just another professional development opportunity but it is a strategic investment in the organization as it requires attendees to complete an actual “project” which demonstrates a specific improvement in the workplace. Each year achievements are recognized and you will see a list of recent workplace achievements here <http://yourpace.ca/graduate-profiles/> ; The company has successfully demonstrated a 5 times return on investment on the training dollars for the non-profit sector and a 20 times return on investment for the industrial sector. PACE also provides **a money back guarantee** on the training itself, if we fulfill the training requirements and are not able to apply it within out business.

**Issue**

Even the best organizations require fine tuning from time to time. In fact, the very best organizations engage in the kind of continuous quality improvement that Lean training helps provide. This training is designed to support and empower managers, supervisors and front-line staff who will be leading and implementing any changes in the workplace. I personally believe that this training will help \_\_\_\_\_\_\_\_\_\_\_\_ build/ enhance the skills needed to \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ and at minimum, help us try out this new way of doing things on a very specific project. I think \_\_\_\_\_\_\_\_\_\_\_\_\_ would benefit from the training and the areas of improvement in our workplace that their improvement projects can focus on can be \_\_\_\_\_\_\_\_\_\_\_\_\_ or \_\_\_\_\_\_\_\_\_\_\_\_\_\_; PACE provides a free webinar for the leaders a week or 2 prior to the training, to help coach the people attending the training think through the potential “projects”/ opportunities for improvement they can work on.

Options

PACE is one of the few organizations North of Toronto providing open Lean education sessions and process improvement training to organizations of any size. They have dedicated their business to helping other businesses and organizations to avoid expensive enterprise-wide initiatives, with a track record of offering an almost immediate and measurable return as identified above. The training is offered locally so there are no travel costs being incurred and the training is split into an initial 3-day session followed up by a 2 day session 3 months later. Group coaching calls help keep those who attend the training on track with their projects and keep them supported. There is an option of purchasing a heavily discounted coaching package if purchased along with the training.

Costs

Green Belt Training with Group Coaching $2,500

Optional One on One Coaching Package (25 Hours) $2,500

Recommendation

PACE has an award-winning record of helping their clients produce successful outcomes, and have a client retention rate of over 90%, a strong indication of high customer satisfaction. Their personal touch and local flavour, coupled with a proven return on investment ([PACE client case studies](http://yourpace.ca/case-studies-2/)), and supported with their continuous search for new, unique research-tested concepts for business and process improvement, makes PACE the clear choice for a partner in achieving any organization’s goals of outstanding client relations, employee satisfaction, and ongoing financial viability.

More details about PACE’s services, training sessions, and registration information are available at [www.yourpace.ca](http://www.yourpace.ca), or by contacting Derek Polano, Vice President and Lean Coach, 705-222-8463, [derek.polano@yourpace.ca](mailto:derek.polano@yourpace.ca).