



Best Year Yet closes the Performance Gap

"The pragmatic approach and the discipline that comes with the monthly follow up sessions has really helped my team to achieve the results we needed"

Marketing Manager,
Unilever

"Bottom line results are up 60% over the past two years!"

CEO, Unum Limited
Dorking

"Our team moved from last in the country to first"

David McAvoy,
Regional Director,
NatWest Retail Bank

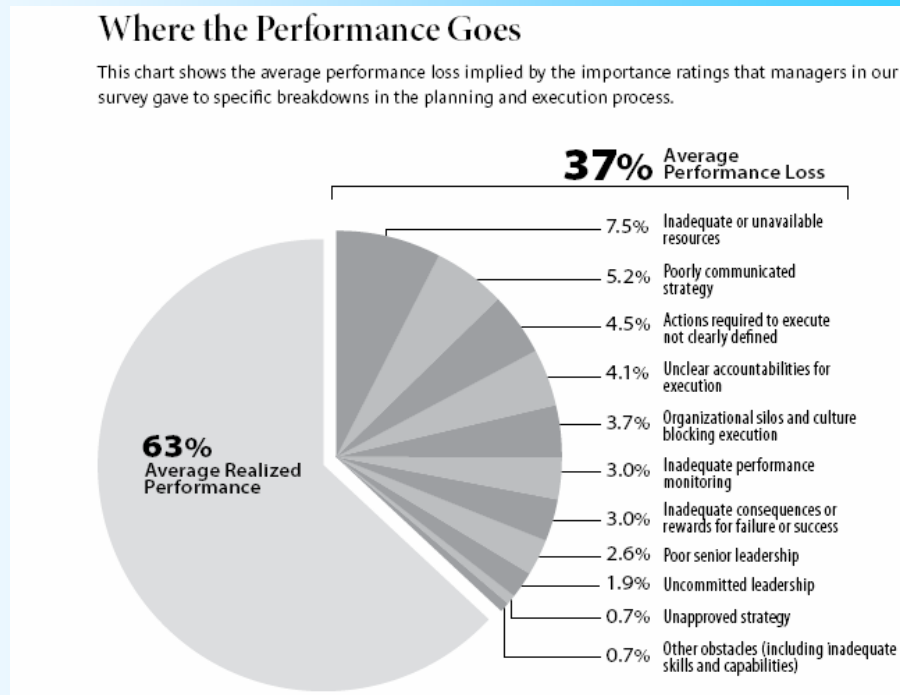
"Best Year Yet is a focused system that changes behavior, culture and performance time after time"

Lawrence Churchill,
Former CEO, Zurich
Financial Services

References

Abbott, Proctor & Gamble, Zurich, Microsoft, ING, Swiss Life, American Express, HSBC, KPN, Bank of Ireland, IBM, Heineken, Unilever, Nestle, Coca-Cola, Halifax, Lloyd's bank

The Best Year Yet Program is a year long planning and execution process that will close the Gap between your strategy and your performance.



Harvard Business Review, *Turning Strategy into Great Performance*

The program will facilitate your team in deciding what is important, set objectives that are aligned around top initiatives, hold them accountable, and build in discipline to deliver the results that are needed to reach higher levels of performance.

Organisations of all sizes

- Senior leadership teams
- Project teams
- Organisations seeking to cascade accountability
- Derailed teams
- Non performing teams

The process is perfect for:

- Breakthrough sales results
- Improving productivity
- Strategic planning & implementation
- Organisational transformation
- Employee satisfaction & development
- Morale, motivation, alignment & focus

www.bestyearyet.com



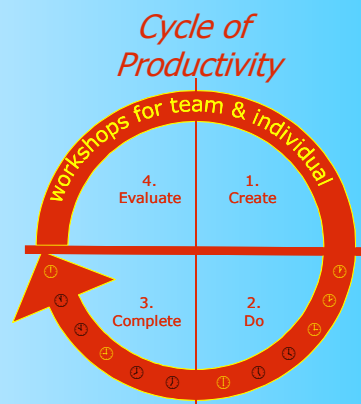
How is Best Year Yet structured?

There are three basic components to the BYY program. Best Year Yet for management teams or departments, Best Year Yet for individuals, and the Follow-up Process.

PART 1 A ½-day workshop in which participants create their personal one-page Best Year Yet Plan. This experience has been developed to support businesses by having their staff increase personal effectiveness and their sense of fulfilment. It is based on the premise that to be successful, individuals need to be clear about goals for their lives outside of work as well as their goals for work. When tied in with the Best Year Yet plan for the business and their team, the world makes much more sense and your people become far more effective.

PART 2 A 1½-day program that works with a group to create a strategic one page Best Year Yet Plan. This process can be done on its own or to enhance the traditional strategic planning process. The team develops a one-page plan that addresses guidelines and attitude for success, a major focus and top 10 priorities. At the end of the day everyone owns the plan and is enthusiastic about making it happen. This process is dynamic and can be done at virtually any stage of the planning process.

PART 3 Follow-up coaching and our Monthly Review Sessions support the team in reviewing progress and scoring goals set out in their Best Year Yet plans. This part of the Team Program is essential to make sure that the team works on its top priorities rather than getting lost in day-to-day, lower level concerns.



The key to this part of our system is our online tracking and accountability software called PRO for Producing Results Online®. This secure and password-protected program helps you to monitor your Best Year Yet Plan and Monthly Plans along the way.

In an attractive and highly functional tracking system your team learns to enjoy being accountable and keeping promises to one another. As the months go by, the scores improve until your team becomes a high-performance team, delivering the results that matter, month after month.

Please contact us for more details :
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Clients and Testimonials

Banking

Bank of Ireland International, UK

Barclays plc, UK
First Union Bank , USA

Fortis, The Netherlands
Halifax plc, UK
HSBC, UK
ING Bank, USA

Lloyd's Bank, UK
National Australia Group, AUS
National Australia Group, UK
NatWest Limited, UK
Norwich & Peterborough Building Society, UK
Royal Bank of Scotland plc, UK
St. George Bank, AUS
The Woolwich plc, UK
Van Lanschot, The Netherlands
Yorkshire Bank, UK

Financial Services

Allied Dunbar Ltd, UK
American Express, AUS
Association of British Insurers, UK
Barclays Life, UK
Canada Life, UK
Charles Schwab, USA
Fiat Finance, Switzerland

Federal Reserve Bank, USA
GGNU, UK

Merrill Lynch, USA
Paine Webber, USA
Pink Home Loans, UK
Primerica, USA
Prudential Assurance, UK

Reliastar Financial/ING Americas, USA
Standard Life, UK
Swiss Life, UK
Sun Trust Bank, USA
Zurich Financial Services, Life, UK

Testimonials

"The personal Best Year Yet Program is the most effective personal organisation tool I have ever used. The team program has produced great results for my top team"

- Chris Gillies, Managing Director, Zurich Intermediary Group

"I'd recommend Best Year Yet for any leader looking for a sense of direction and ownership amongst their team while creating an ability to influence the wider business"

- Paul Stanley, Head of regulated Sales, Halifax, plc

"I honestly do not believe that we could have tackled our situation if it hadn't been for the Best Year Yet System"

- David McAvoy, Regional Director, NatWest Retail Bank

"A highly successful program, challenging us to take a hard look at the business and ourselves and leading to a sharp focus on our personal and corporate goals"

- Ronald Alden Managing Director, Bank of Ireland



FMCG

Campina, The Netherlands
Coca-Cola Company, USA
Duyvis, The Netherlands
Heineken, The Netherlands & Switzerland

Kellogg, USA
Kellogg's - Covance, USA
Kellogg's Food Chemistry Group, USA
Nestle, The Netherlands
Unilever, Russia, South Africa & The Netherlands

Others

Cap Gemini Ernst & Young, The Netherlands
Deloitte & Touche, USA
Ernst & Young Consulting, UK
Dell Computer, USA
IBM, AUS & UK
Sun Microsystems, USA
Abbott Laboratories , USA & Australia
Glaxo-Wellcome, Australia
KPN Mobile, The Netherlands
Cable & Wireless, USA, UK & Australia

Testimonials

"Best Year Yet is a program that gives a lot of energy, because of its pragmatic simplicity and quick implementation. It has brought my team together and gave them a sense of ownership. We do know each other better, understand and respect each other and have shared the same experience"

- Ruud van den Eijnden - General Sales Manager Duyvis

"BYY has helped our Sales Department to be more pro-active, clearer in communication and more effective. The 2-days workshop and the monthly follow up sessions have really strengthened the team spirit. By really sharing successes, but also disappointments, everyone has a good feeling of his/her contribution to the team and the set goals. We can share everything!!"

- Anke Holtus - Sales Manager Campina

"BYY has helped us to focus and to prioritise. Following the process results in real teambuilding and that common issues will be dealt with in an open-minded atmosphere. The follow up meetings will emphasise on the agreed goals and how to achieve them. In short, in a very short timeframe getting a team result!

- Dick van der Wel - Director Human Resources KPN

"Goals+priorities+action=60% increase!"

"Best Year Yet is so important for a business. It uncovers new wisdom about how to focus, align and motivate your business and your teams. The program makes sure you have a plan and goals for the year and then helps you to prioritize and achieve them. Bottom line results are up 60% over the past two years!"

- CEO, Unum Limited Dorking, Surrey