

Before or "them"	Impact	After or "you"
<p>100% } <u>EXCELLENT</u></p> <p>80% } <u>GOOD</u></p> <p>60% } <u>FAIR</u></p> <p>40% } <u>POOR</u></p> <p>20% } <u>BAD</u></p>	<p><i>Cheaper</i> Cost, Sales, SG&A</p> <p><i>Faster</i> Efficiency, Productivity</p> <p><i>Better</i> Quality</p> <p><i>More</i> Functionality, Scope, Reach</p> <hr/> <p><i>People</i> Morale, Training, Turnover Emotions, passion, cause</p>	<p><u>EXCELLENT</u> } 100%</p> <p><u>GOOD</u> } 80%</p> <p><u>FAIR</u> } 60%</p> <p><u>POOR</u> } 40%</p> <p><u>BAD</u> } 20%</p>
<p>How bad was it before you got involved?</p>		<p>How much better after you improved it?</p>