



**Category:** [Financing]

**Program Title:** [Tips To Increasing Production And Profits Using Deming's Fourteen Points]

**Program Speaker(s):**

1. [Randal L. DeHart, PMP, QPA]  
 (The Contractors Accountant, Business Consulting And Accounting)]

If co-presenting with another speaker- fill in::

2. [N/A]  
 (N/A)]

**Program Description:**

*Describe your program in 50 to 100 words. This will be used to promote your program.*

[Dr. W. Edwards Deming's 14 points are a radical departure from the standard management by fear and intimidation based upon us versus them paradigm.

When you understand Deming was focused on reduce variations by focusing on system failures and not people. Variation was seen by Deming as the disease that threatened US manufacturing. Excess variation in delivery times, prices, and work practices meant more waste and lost profit opportunities.

This presentation will provide an overview of how Deming's 14 points can be applied to all service businesses from the single owner / operator to companies with fifty employees.]

**Four Program Takeaways:**

- [Deming's 14 Points Handout – Condensed Version]
- [Demonstrations of how it can be applied]
- [Overview of the Cost of Chaos in dollars of profit lost]
- [Simple easy to follow charts and graphs to aid understanding]

**Length of Program Including Q &A:** (Program length: 45 Minutes To 1.5 Hours Max]

**Speaker Biography, Certifications & Contact Information:** *(if co-presenting, fill in #2 also)*

1. **Speaker:** [Randal L. DeHart, PMP, QPA]

**Biography: (About The Speaker:**

Randal DeHart, PMP, QPA Co-founder of Business Consulting And Accounting in Lynnwood Washington. He is the leading expert in outsourced construction bookkeeping and accounting services for small construction companies across the USA. He is experienced as a Contractor, Project Management Professional, Construction Accountant, Intuit ProAdvisor and QuickBooks For Contractors Expert. This combination of experience and skills provides a unique perspective which allows him to see the world through the eyes of a contractor, Project Manager and construction accountant. It is what sets him apart from other Intuit ProAdvisors and accountants. Visit <http://www.fasteasyaccounting.com/randal-dehart/> to learn more. Follow Randal on Google+

**Certifications:**

(Project Management Professional & Intuit QuickBooks ProAdvisor

**Prior Engagements:**

Master Builders Association Sales And Marketing Meeting  
Painting And Decorating Contractors of America (PDCA)  
The Blue Book Trade Show Qwest Field  
Quick-Start Shoreline Weekly Business Workshops

**Contact Information:**

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**Co-Presenter (if applicable):**

2. **Speaker:** [N/A)

**Biography:** *(50-100 words max. Please tell your audience a little about yourself and describe how you are an authority on your subjects).*

**Certifications:**

(list your certifications and where you have taught this course)

**Contact Information:**

Phone: [(xxx) xxx-xxxx]  
E-mail: [e-mail]  
Website: [website]