



Money for Nothing - The Smart Way To Reduce Your Overhead Costs

Dr. Phil Greer

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The fact is that the cost difference between the small number of organisations that have best in class costs versus those that do not is at least 3% of revenue.

Think of what you could do if you had this amount of additional cash.

However, the vast majority of organisations, most of who believe they are controlling their costs well, have the following problems with respect to their overhead costs:

They are UNAWARE that they are high.

They do not have the SKILLS to find their hidden costs.

They do not have the TIME to effectively recover them.

If costs are reduced they are rarely SUSTAINED over time.

In Money For Nothing Dr. Phil Greer shows you how to solve these problems – without reducing your service levels, and without trimming wages or headcount.

Dr. Greer's 7-stage cost reduction process outlined in the book reveals that in one sense it is easy, in another sense not; it is a matter of having the right philosophy, the right attitude, the right processes and the right expertise. Without all of these ingredients coming together in the right order then companies' cost reduction efforts will fail.

The best thing about reducing overhead costs is that every dollar saved goes straight to the bottom line - giving you ... money for nothing.

Money For Nothing is written in 3 stages: Stage 1 covers the right approach that must be taken with respect to cost reduction efforts, Stage 2 covers the proven 7-stage cost reduction process, and Stage 3 shows organisations how to save money in 7 common overhead expense areas.

Money For Nothing is a very practical guide written for senior managers and executives of large organisations who want to get serious about reducing their overhead costs.

About the author

Phil Greer is a prolific reducer of costs. It is rumoured that there is a cost-reduction gene within his DNA. For several years running he was the leading client acquirer in Australia with a global cost management and procurement organisation that finds and delivers extra profit for large and mid-sized organisations.

Whilst in the corporate world he led a team that devised and implemented a range of business enhancing and cost reduction ideas that set an Australian organisation up to generate more than \$100-million additional profit over a ten year period.

Phil has worked with large and mid-sized organisations in more than 200 diverse cost reduction projects, many of which also increased company revenue. Phil routinely saves his clients between 10% and 25% on their specific overhead costs, sometimes even more – without fuss and without compromising service.

Phil is also an entrepreneur with a rare ability to see both the big picture and the small picture on all projects at the same time – a skill that is needed in order to successfully deliver on large complex projects with multiple stakeholders.

Phil's latest venture, WC20, has saved literally millions of dollars for organisations on their workers compensation costs.

You can contact Phil via email at phil@wc20.com.au or through www.wc20.com.au.

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