

# Leadership = EBIT

Can you write a formula for good leadership? No, but facts can show you the way forward!

HR SUCCES calculates and documents the financial impact of implementing HR and management initiatives. The language of your company is money and that is the idiom we express ourselves in - hard cash.

## **Benchmarking!**

We also know how your company is performing - expressed in cash figures - in relation to the best company in your branch and, of course, in relation to the average. To compare oneself to others is always humanly interesting but our unique approach means that we compare your current business with both the industry average and principles of Best Practice and always from the angle of your EBIT.

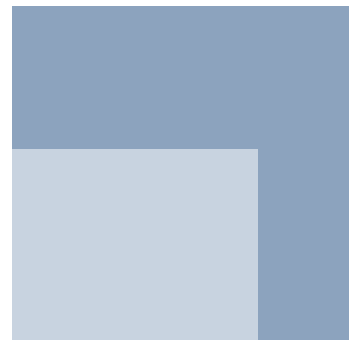
## **We promise the following:**

Customer Promise No. 1:

We calculate and document the financial impact of implementing HR and management initiatives.

Customer Promise No. 2:

Comparing to the market we concretise - in cash figures - your potential for both growth and possible savings.



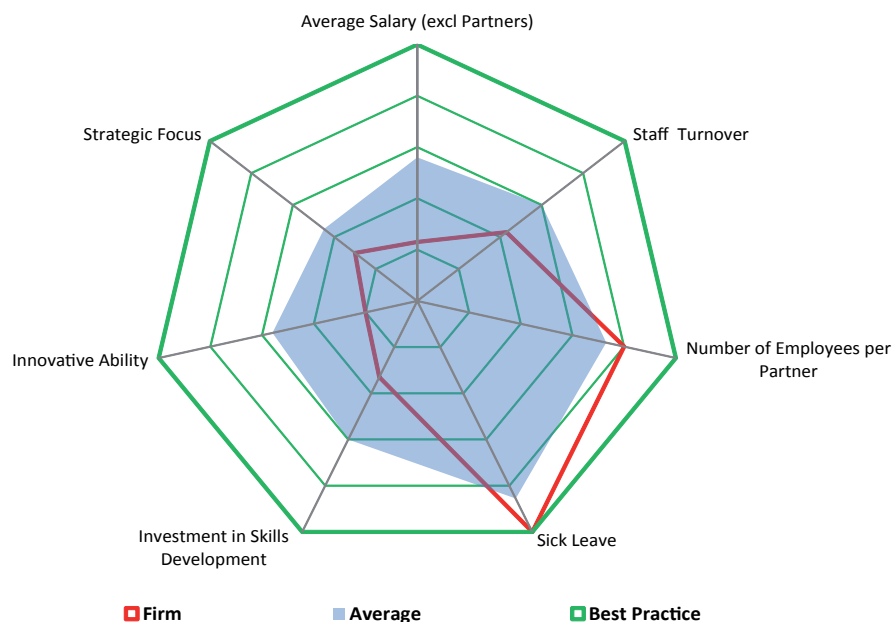
Better Leadership - Greater Satisfaction - Happier Employees - Satisfied Customers - Success  
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Your potential - in hard cash - do you know it?

How to reduce the number of sick days, how to implement strategies, how to plan for the loss of key employees or, indeed, how your business is performing relative to competitors at the level of individual employees? And all with a focus on the top and bottom line, expressed in cold, hard cash? Do you know all this?

### We do know!

In fact we know a lot more than that. We calculate and document the financial gains of implementing management and HR initiatives. We translate into figures the bottom line benefits to be had from strategic planning - what your organisational profile costs, how your salaries compare to the industry average, what your recruitment policy, in light of EBIT, adds to the bottom line and a thorough analysis of many more key indicators. In short, our analysis of a company's financial ratios are always business and bottom line oriented.



"Generally speaking, most of our previous assumptions have now been replaced with concrete knowledge. Even the analysis itself has given us a solid economic foundation on which to base our decisions and we have gained a monetary picture of our potential. Key figures are placed in an action oriented context. And all are compared with the average and Best Practice principles for a long series of comparable businesses. Today we have a clearly prioritised list of initiatives, ordered according to greatest potential benefit to bottom line figures."

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