



The NEWSLETTER

Issue #1 - We are Back! - 2005

MGR Consulting

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***“Quality
Happens
On
Purpose!”***

To:

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We're Back!

We took the past year to open a different business. We opened a restaurant in Old San Juan, Puerto Rico. We opened and received great reviews, but the location made it impossible to make a go of it so we closed it. Consulting is something I still enjoy, so we decided to go back to consulting – it's what I did for 20 years.

We offer consulting and training services. We will focus on structured facilitation – what I've done since 1983 – and specialized training for *FAST*, Strategic Planning, Data Modeling, Business Presentation Skills, and Leadership Skills. This is our chance to return to our core skills – teaching and facilitating – while taking the opportunity to refresh them and

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NEWSLETTER No. 1

In this issue, we say hello again. We've returned to the world of facilitating, training, and consulting. The topics are:

- **We're Back – who we are** – Pages 1 and 2
- **Our New Classes** – Pages 3 and 4
- **Our Fee Schedule** – Page 4

Visit our new web site

We describe our business and offerings and have included all of our old newsletter articles for your reference.

<http://www.mgrconsulting.com>

We're Back!, Continued

expand our focus. The past year gave me a chance to practice what I taught – managing employees and a restaurant. I am bringing lessons learned into my classes and consulting.

Gary Rush

In 2005, after a one-year absence, Gary returned to consulting services re-instating his corporation, MG Rush Systems, Inc., and renaming it MGR Consulting, Inc.

In 1985, Gary developed a structured facilitation technique – *FAST*. Gary implemented *FAST* at numerous companies, including some of the largest in the world.

Accomplishments for Gary Rush include:

- Gary trained more facilitators than anyone else – over 3000 as of 2003. Gary was the leading trainer for structured facilitation.
- Gary's alumni are amongst the most successful facilitators in the world.
- *FAST* is used in over 300 companies and 18 countries. Gary influenced almost 1000 companies because of the consulting firms that he trained who use facilitators with their clients. *FAST* became more widely used and accepted in corporations than any other facilitation technique.
- The successful growth of facilitation in Northern Europe is directly related to his alumni.

- Gary wrote and published five “how to” books.
- Gary developed and delivered four different classes –*FAST* Session Leader Workshop, FORM, Advanced Class, and Data Modeling Made Easy. In addition, Gary taught process re-engineering, strategic planning, and using graphics for design and communication.

MGR Consulting, Inc.

We focus on structured facilitation, process & techniques, presentation, and strategic consulting. Products and services include:

- *FAST* Workshop - teaching
- Facilitation
- Strategic Planning – teaching, consulting and facilitating
- Process Re-engineering – consulting and facilitation
- Data Modeling – teaching, consulting and facilitation
- Project Management – facilitation for plans and deliverables
- Business Presentation Skills – teaching
- Leadership Skills – teaching

Our new classes are described on the following pages. At the moment we are offering all our classes as on-site classes. In the future, we will offer public classes. Call or email to discuss or schedule a class. Call (773) 330-2064 or email grush@mgrconsulting.org

OUR CLASSES

Data Modeling Made Easy

Audience: Managers and analysts needing to understand or build data models.

Abstract: This 2-day class provides an overview of data modeling to enable managers and analysts to explain it to their business partners as well as be able to build a basic Data Model. Topics include:

- What is Data Modeling – Why do it
- When do you build a Data Model
- How do you read a model?
- How does a Data Model relate to other types of models
- How do you build a Data Model

Objectives: Upon completion, students will be able to:

- Describe why to build a Data Model.
- Build a basic Data Model with business partners – accurately.
- Know the various terms and components of a Data Model.

Materials: Each student receives:

- *Data Modeling Made Easy* Release 3.0
- Class notes
- Certificate of completion.

Strategic Planning & Organizational Design

Audience: Planners, managers, and facilitators looking to participant in or conduct strategic planning or organizational design efforts.

Abstract: This 2-day class covers Strategic Planning and Organizational Design. The class explores how to do strategic planning and organizational design. Topics include:

- What is Strategic Planning? Organizational Design?
- Where do they fit in a business?
- How do we speed up the process?
- What is the most effective way to do SWOT (Strength, Weakness, Opportunity, Threat) analysis for current situations?
- How do you manage organizational design – what are the issues?

Objectives: Upon completion, students will be able to:

- Structure Strategic Planning and Organizational Design processes.
- Identify the obstacles in the processes and know what to do to overcome them.
- Describe the overall business process and where strategic plans and organizational designs fit.
- Know how to effectively structure SWOT analysis.

Materials: Each student receives:

- *Strategic Planning & Organizational Design* Release 1.0
- Class notes and Certificate of completion.

OUR CLASSES, Continued

Business Presentation Skills

Audience: Anyone who wants to improve their presentation skills.

Abstract: This 3-day class provides students with the basic skills needed to present effectively. The class is 50% practice. Topics include:

- Why are presentation skills important?
- What types of presentations are covered?
- Basic presentation skills – physical, verbal, listening, eye contact
- People issues – dealing with the audience
- Communication Skills – creating a clear message and tools to communicate the message

Objectives: Upon completion, students will be able to:

- Present a variety of materials in an effective manner
- Feel more comfortable and confident presenting in front of a group
- Gain feedback on presentation skills to be able to improve.

Materials: Each student receives:

- *Business Presentation Skills* Release 1.0
- Video tape of their presentations
- Class notes
- Certificate of completion

Our Fee Schedule

Facilitation/Consulting Fee

We have maintained our fee. Our facilitation and consulting fee is:

- \$2500 per day plus travel expenses.
- We provide fixed fee work if the project warrants – call for a proposal.

Class Fees

- **FAST Workshop** – 5 days (**call us**)
- **Data Modeling Made Easy** – 2 days for \$725 per student
- **Strategic Planning & Organizational Design** – 2 days for \$725 per student.
- **Business Presentation Skills** – 3 days for \$1100 per student.

All class fees include instruction and student materials. Client pays for instructor's airfare. Client provides the following:

- Classroom
- Visual aids: 2 flip charts, 1 overhead projector, and 1 projector screen
- Refreshments desired for their students.

All class sizes are a minimum of 10 students and a maximum of 20. This allows for proper interaction and practice.

**Call to discuss or schedule a class.
Call Gary or Millie at (773) 330-2064 or email at
grush@mgrconsulting.com**