



JFG Team Efficiency Discussion Deck

GOAL: To install efficiency skills and norms in military teams that make every moment count

*“If you can’t do the little things right,
you will never do the big things right.”*

– William H. McRaven



JULIET FUNT GROUP

At the Juliet Funt Group we deliver the one thing you need to achieve every military goal: **Time.**



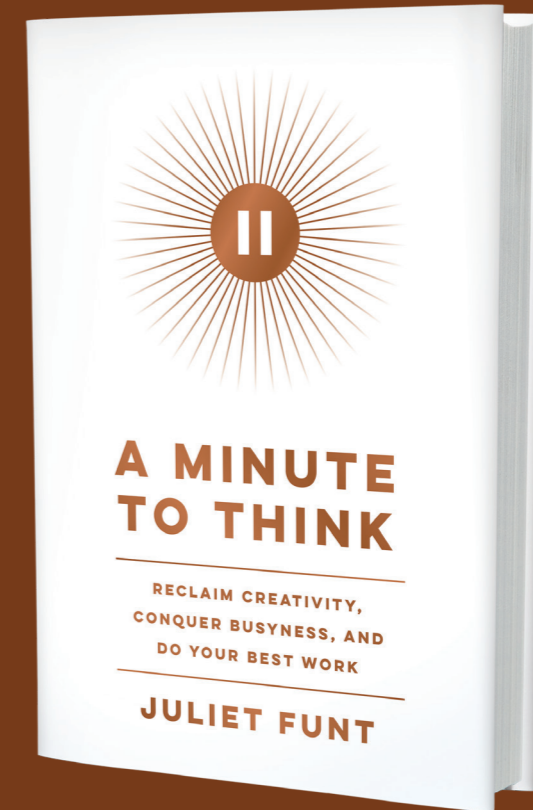
That means we help you:

- Eliminate low-value work
- Amplify team performance
- Find time for strategic thinking
- Optimize team communication
- Reduce email/meetings/messages
- Boost well-being and mental health

We even wrote a book about how...

A Minute to Think

- Endorsed by Cal Newport, Seth Godin, Dan Pink and Pat Lencioni
- *Wall Street Journal+* Audio Book of the Month selection
- Taught at the Army War College and Joint Special Operations University
- Nominated for the Next Big Idea Club
- Nominated for GetAbstract International Book Award



Our methods are proven in companies
you know and respect...





The smartest military leaders seek out this work because they're asking questions like these:



“Do our talented soldiers have time to think critically and creatively?”



“How can we maximize capabilities with limited resources?”



“How much opportunity cost do we suffer every year from low-value work?”



“If work overflows into evenings and weekends, what is the impact on family?”



If you have not addressed these issues yet, your team is never at liberty **to do their best work.**



How do we help you win back time?

There are four basic interventions military leaders may choose from or combine:

1

DIAGNOSTICS: Varying levels of research and analysis tailored for your classified environment

2

WORKSHOPS: 1-Day Professional Development Sessions

3

COMMAND TEAM SESSIONS: Small group senior leadership problem-solving round-tables

4

KEYNOTE BRIEFINGS: Sessions for SLS's, offsites and conferences.

Team Efficiency Diagnostics



(This analysis pairs with your annual DEOCS or Command Climate Survey, examining and optimizing the under-explored area of team efficiency.)

LEVEL ONE:

- Digital Survey (12-18 questions)
- Survey analysis
- One customized report and recommendations

LEVEL TWO:

- Digital Survey (12-18 questions)
- Survey analysis
- Onsite full-day JFG visit
- Three 30-minute focus groups
- Five 30-minute individual interviews
- Two spouse interviews by phone
- One customized report and recommendations
- All travel included

LEVEL THREE:

- Digital Survey (12-18 questions)
- Survey analysis
- Onsite two-day JFG visit
- Five 30-minute focus groups
- Ten 30-minute individual interviews
- Three spouse interviews by phone
- Five “Day in the Life” reviews by phone
- One customized report and recommendations
- All travel included

International diagnostics conducted by VTC



"Win Back Time" 1-Day Workshops

(All sessions run 9-5 with a 90-minute lunch plus breaks. Workshops are modular and tailored for the level of the audience.)

TEAM/STAFF TOPICS

- Energy Planning
- Time Thieves
- Simplification Basics
- Saying No Right
- Hallucinated Urgency
- Better Meetings
- Email Strategies
- Messaging and Teams
- 2D/vs/3D Comms

LEADERSHIP TOPICS

- Span of Control
- Decision Making
- Reductive Mindset
- Strategic Choice
- Task Planning
- Taking Leave
- Focus on Family
- Accountability
- Post-Work Plan



Strategic Choice Command Team Roundtable

(For senior command teams only: usually up to 8-10 people. A one day session or three, 2-hour VTCs over three days)

The task list of a military command team never stops growing. Mission critical tasks, and assignments are abundant, but a wealth of low-value duties and AFIs also take significant team time if not diligently and regularly reviewed and trimmed.

Strategic Choice provides a unique environment in which **a skilled facilitation** of this simplification can occur, under the experienced guidance of Juliet Funt.

This actionable workshop zeros in on capacity management and the strategic **reduction of low-value tasks**. Participants are guided through targeted exercises to identify and eliminate the tasks, or task subsets, that consume unnecessary time and resources. They leave with **a precise, actionable plan** for cutting clutter from daily operations and paving the way for enhanced focus on their mission.

This package is bundled with a one-year license and cascade tool-kit to utilize and deploy the Strategic Choice model throughout an organization, including a comprehensive cascade guide, presenter slides, and other resources.



The following shared values result from this work:

Impulse Control—The ability to curb the craving to have everything right now.

Boundaries—The limits we set around time, technology, and personal energy.

Radical Brevity—The skill of using fewer words in every communication.

Introspection—The ability to look honestly at our emotions and behavior.

Meaning—The significance felt when we have time to do the right work.

Creative Liberty—The freedom for great ideas to flow through open channels.

Balance—A recipe for work, life, contribution, and joy that works for all.

Ease—The glorious intangible, where everything around you just works better.



Things We Already Know #1

Leaders change every few years. Therefore...

- Culture change seems impossible
- Civilian staff can just “wait it out”
- It’s easy to say “Why bother to try?”





Things We Already Know #2

So much is out of your control. Therefore...

- Finding permitted improvements is hard
- Obstacles to change are everywhere
- It's easy to say "Why bother to try?"





However we believe...

- If you make small incremental changes
- If you keep your view towards the long game
- If you install mindsets and skills instead of rules

Change is Possible



Thanks for your consideration.



Next steps? Questions?

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jfg



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Containing industry case studies
and military pricing

INDUSTRY CASE STUDY #1

Digital Media Agency Success Story

THE STORY

Employees at a global digital media agency were **drowning in meetings and low value work**. And the firm was losing talented team members who were worn-out and tired of the paradigm. They used the tools and framework of our program to **drastically reduce meeting time**, give more ease and logic to the workflow, and **turbo-charge team vitality** by taking stressors out of the system.

THE DATA

92% of learners reported an increase in efficiency

85% of learners reported an increase in happiness/satisfaction

18% reduction in work intruding at home

11% increase in time for meaningful work

9.25 hrs per person per month reclaimed from reducing wasteful work

9.7 FTE's in equivalent time regained

THE BOTTOM LINE

190 learners

\$6,810 talent value saved annually per person

\$800 program cost with all upgrades per person

9X annual return on talent time

INDUSTRY CASE STUDY #2

Solar Manufacturing Company Success Story

THE STORY

Amidst the white-water ride of high growth, leaders at a mid-size solar company knew they needed to set norms that would enable team **efficiency and effectiveness** moving forward. Through our program they installed a **critical behavioral framework** that immediately raised the caliber of the work being done **and increased focus and agility**. Their future is coming and now they are ready for it.

THE DATA

80% of learners report being more effective and efficient

83% of learners reported a decrease in interruptions

83% of learners report being better able to prioritize

68% of learners reported an improved work/life balance

15 hrs per person per month reclaimed from reducing wasteful work

8.7 FTE's in equivalent time regained

THE BOTTOM LINE

105 learners

\$12,882 talent value saved annually per person

\$800 program cost with all upgrades per person

16X annual return on talent time

INDUSTRY CASE STUDY #3

Software Company Success Story

THE STORY

In the frenetic environment of a global software company, **burnout and capacity issues were threatening**, and teams were having trouble prioritizing. This group had a passionate leadership team who not only implemented our program but modeled it with zeal. Their **results were spectacular**, and the team members were vocal in expressing **gratitude for the change**.

THE DATA

96% of learners reported an increase in efficiency

92% of learners reported an increase in happiness/satisfaction

27% decrease in unnecessary interruptions

19% increase in time for meaningful work

20 hrs per person per month reclaimed from reducing wasteful work

4.3 FTE's in equivalent time regained

THE BOTTOM LINE

39 learners

\$17,545 talent value saved annually per person

\$800 program cost with all upgrades per person

22X annual return on talent time

INDUSTRY CASE STUDY #4

Supply Chain Company Success Story

THE STORY

A high-achieving supply chain company needed to get in front of the heavy lift of huge, rapid expansion — **optimizing every moment of talent time**. They used our program to **strip away distractions** and wasteful work, and equip the team proactively with **high-level productivity skills**. Every single one of their learners reported increases in efficiency and effectiveness.

THE DATA

100% of learners reported gains in efficiency and effectiveness
100% of learners reported gains in ability to say an appropriate no
98% of learners reported increase in important team conversations
96% of learners reported they're better able to prioritize what's truly urgent
81% of learners saw a reduction in work intruding at home
81% of learners had a decrease in interruptions
15 hours per person/ per month saved from reducing waste

THE BOTTOM LINE

147 learners
\$9,305 talent value saved annually per person
\$800 program cost with all upgrades per person
12X annual return on talent time



JFG Professional Development Pricing

1-Day Workshop Package.....	\$24,999	Level One Diagnostic.....	\$8,000
3-Hour Virtual Workshop.....	\$10,000	Level Two Diagnostic.....	\$22,000
One hour Zoom webinar.....	\$8,000	Level Three Diagnostic.....	\$35,000
Juliet Funt In-person Brief.....	\$24,999	Hardcover books.....	\$18
Strategic Choice Package.....	\$24,999	Audio books.....	\$16
Command Transition Package.....	\$24,999	E-books.....	\$16

- **All above fees are for US domestic events and services. International prices quoted upon request.**
- **Package discounts available**
- **Travel is included for the first two programs per unit.**
- **Train the Trainer programs available in late 2025.**
- **Our military fees are discounted 20-40% from our corporate fees.**