

barrywehmler

BUILDING A BETTER WORLD THROUGH BUSINESS

Inspiring TRUST

Jake Huskey
Shayne Roberts

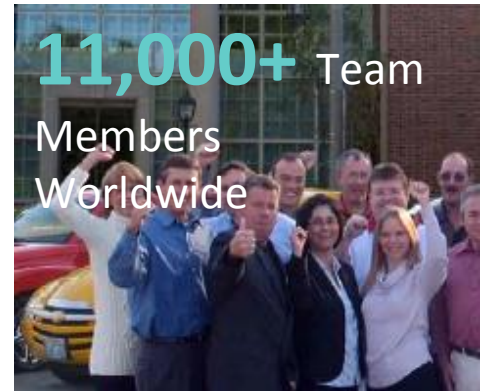
“We measure **SUCCESS** by the way
we touch the lives of **people**.”

BARRY-WEHMILLER

Packaging,
Paper Converting,
Corrugating,
Sheeting,
Engineering
& IT Consulting

2.4
Billion
Global Firm

Unique Blend of
81
Acquired
Companies



200+
Locations
Worldwide

Compound Growth
Since **1987**
18% Revenue
16% Share Price

BW Overview Video

The Number One Determinant of Happiness...

A GOOD JOB

Meaningful work among
people we care about.

- Gallup poll of 155 countries

HOW YOU THINK IS HOW YOU LEAD...

What is **IMPROVEMENT**?

What is **TRUST**?

Who is the **CUSTOMER**?

IMPROVEMENT



Continuous
Improvement
eliminates
roadblocks
and baggage.



Waste Elimination vs. Frustration Elimination

Don Basten Video

TRUST

TRUST IS MISSING/EXISTS:

Little or no risk taking/**Initiative** is rewarded

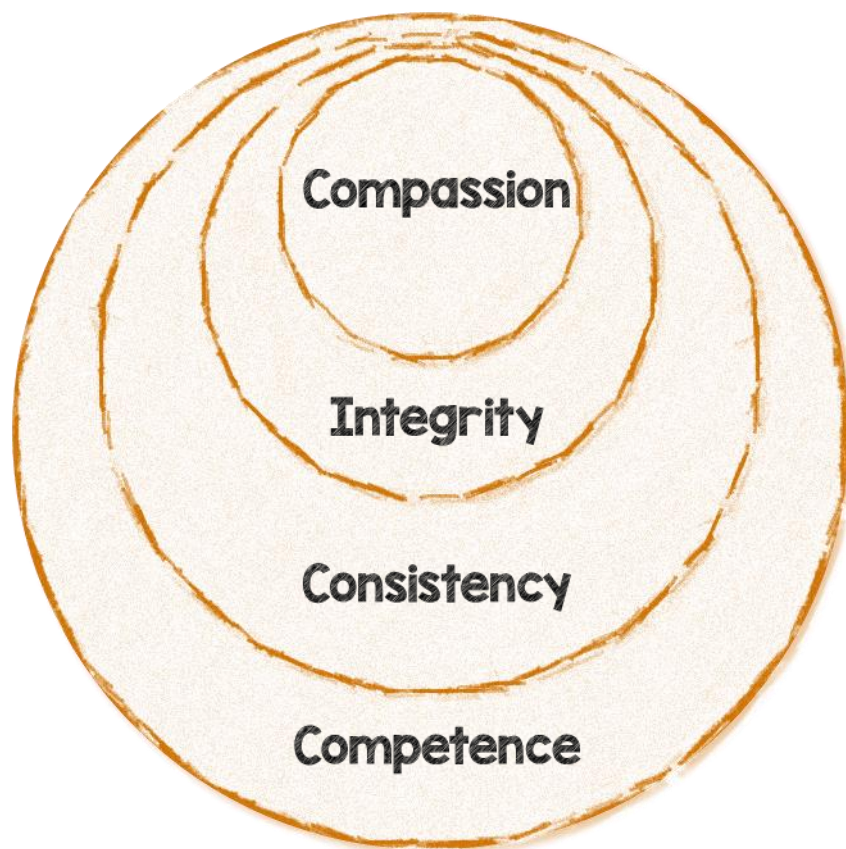
Approval is required/**People** are accountable for their decisions

Compliance is mandated/**Excellence** is inspired

People are nervous when a leader is near/**People** go about their business

People do not say, "I don't know"/**People** are vulnerable

TRUST MODEL

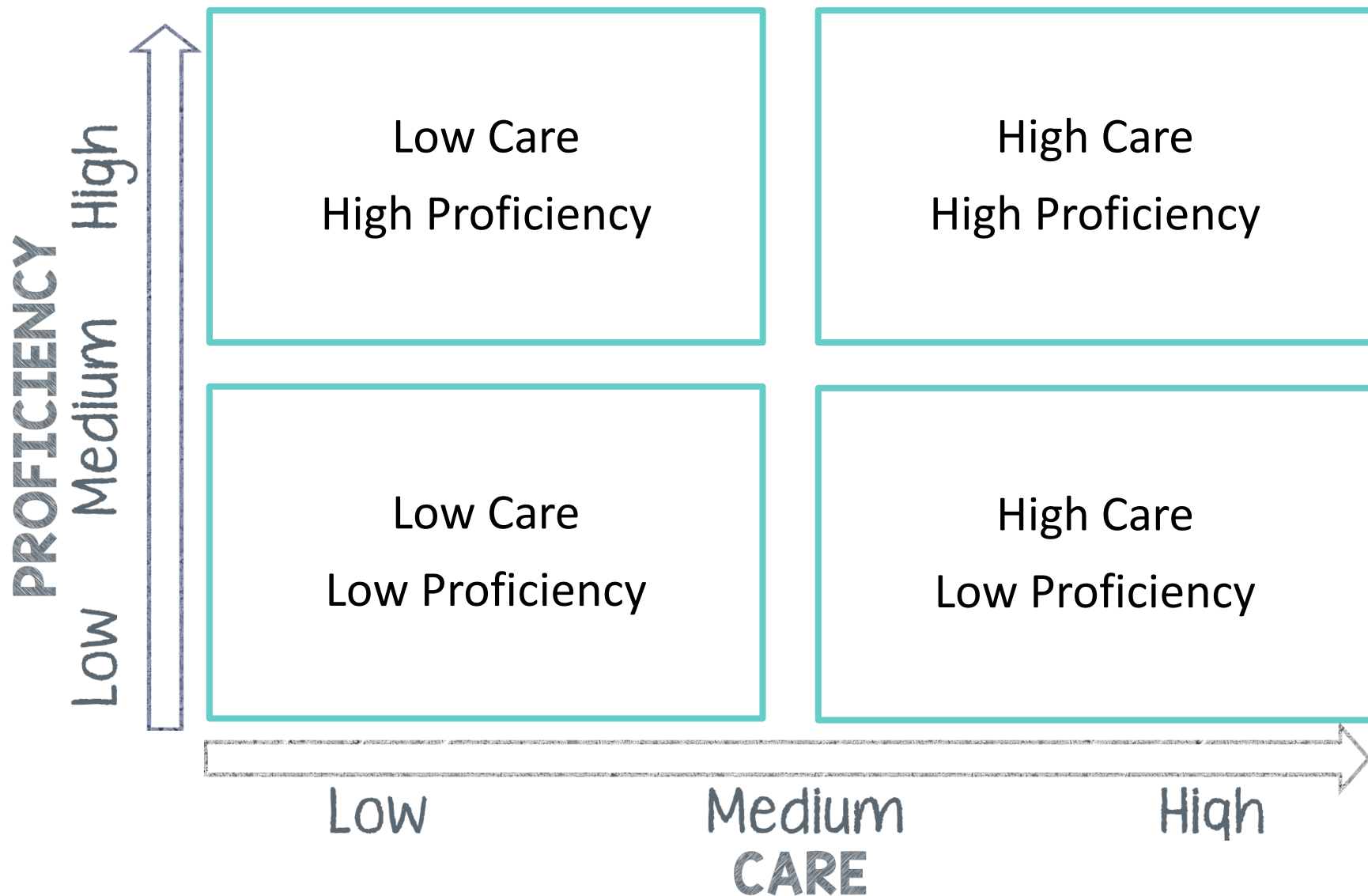


“No one cares how much you know,
until they know how much you
care.”



Theodore Roosevelt

TRUST



Where would you place yourself on the chart with the people in your span of care, how do they view you?

Mark this spot with a “T” for team.

Where would you place yourself on the chart with your leader; how does your leader views you?

Mark this spot with a “L” for Leader.

Where would you place yourself on the chart
with the last improvement event you
participated in, how did others view you?

Mark this spot with a “I” for Leader.

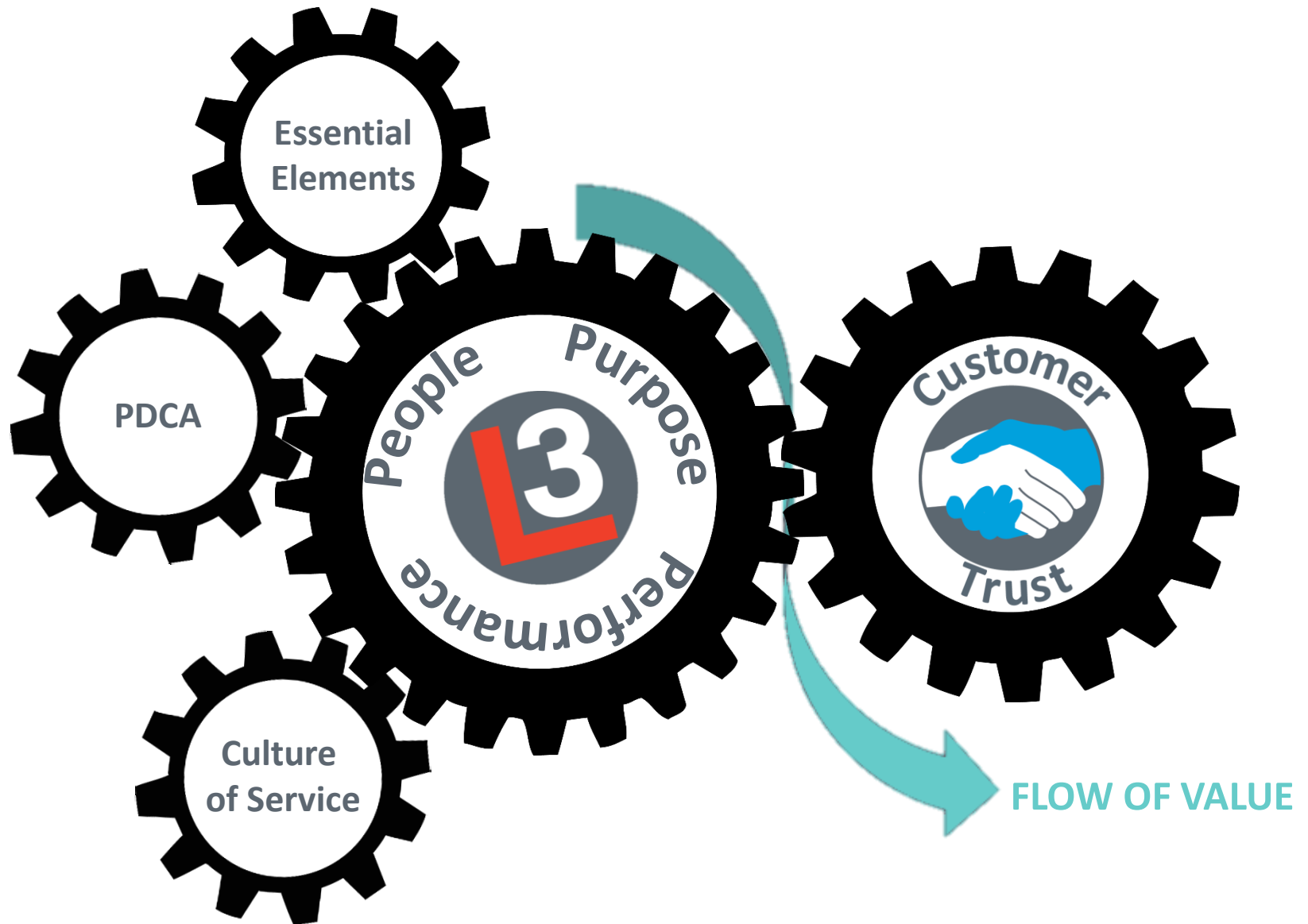
Where would you place yourself on the chart with family and/or friends; how do they view you?

Mark this spot with a “F” for Family / Friends.

Is there a discrepancy between different groups?
What drives this?

Improving a Process or Validating Customer Trust

Background on Customer Trust



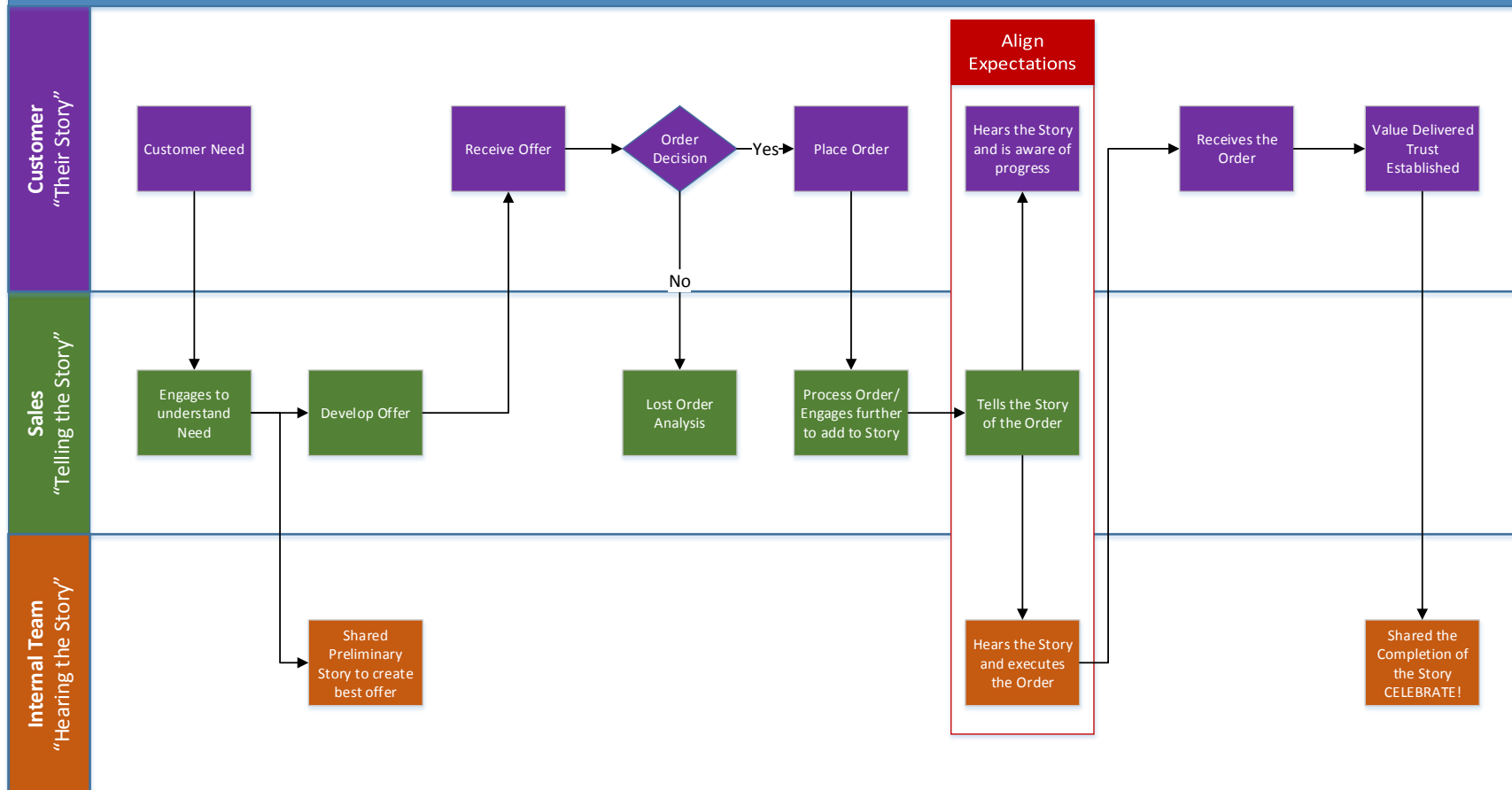
Essential Elements

- **Project Leadership**
- **Risk Assessment**
- **Project Communication**
- **OpEx Foundations**
- Customer Feedback
- Field Implementation
- Non-Project Communication
- Strategic Alignment
- Scope of Work
- Quote Process

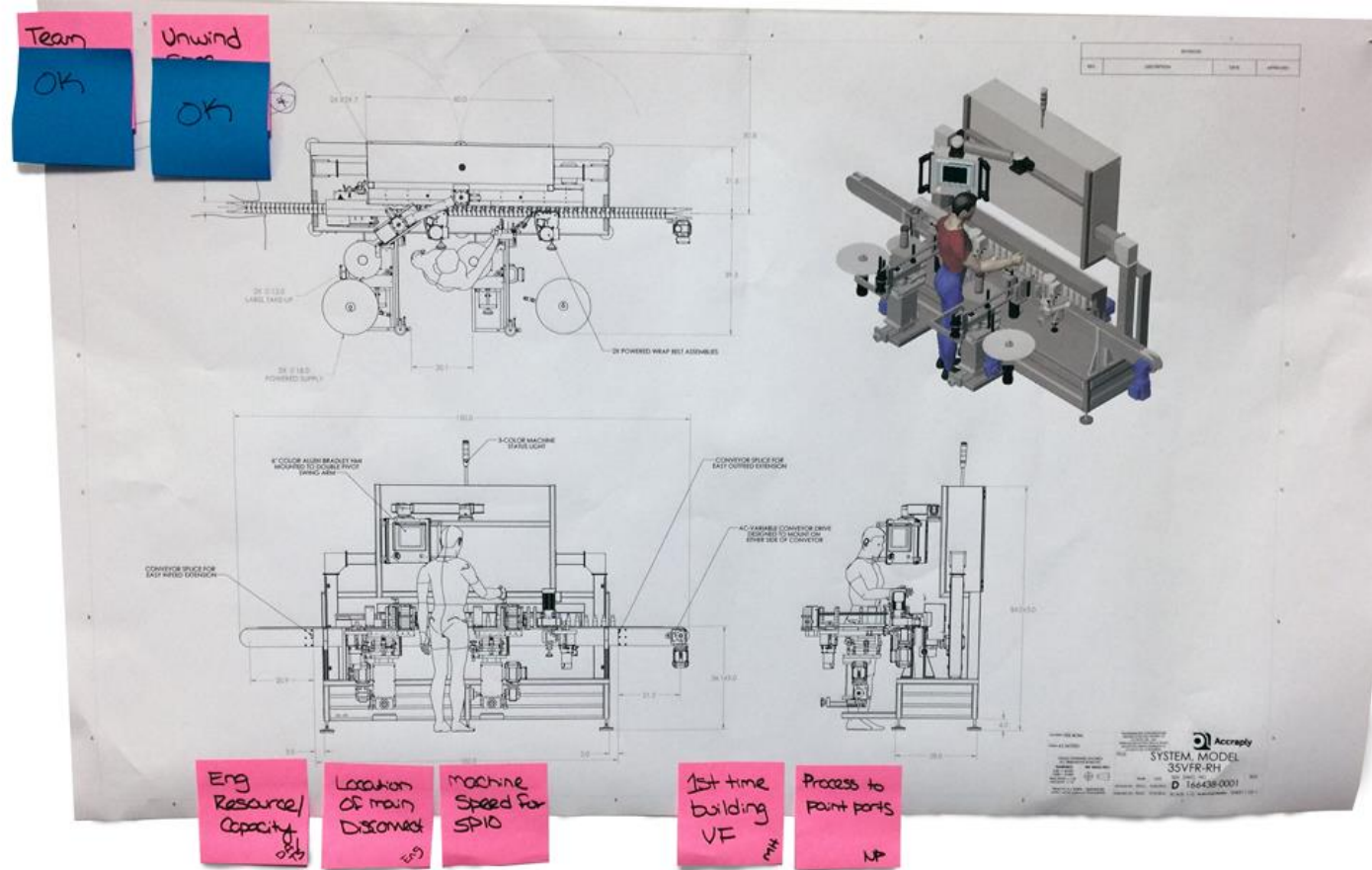


Crafting the Story – Process Map

BW Crafting the Story – Process Map



RiskManagement | Risk Burn-Down



TRUST is a Generative Act



Everyone wants to do better. **Trust them.**

Leaders are everywhere. **Find them.**

People achieve good things, big and small, every day. **Celebrate them.**

Some people wish things were different. **Listen to them.**

Everybody matters. **Show them.**

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“Everybody Matters” documentary on Amazon



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Unlock the **Only** Business Idea with Truly **Unlimited** Potential

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