



The Second Stage Archives Available

June 02nd 2014: Improve Productivity and Profits: Focus on the Low-Hanging Fruit

For over twenty years, co-founders of Harvest Earnings and authors of "Low-Hanging Fruit, 77 Eye-Opening Ways to Improve Productivity and Profits," have assisted organizations of all sizes to increase profits and productivity by harvesting their low-hanging fruit. On today's episode of The Second Stage Jeremy Eden and Terri Long will share their experiences and expertise when it comes to uncovering opportunities for improvement using those closest to the work. Often times companies overlook utilizing their biggest and best asset, their people, to not only come up with ideas, but to execute o

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Jeremy Eden

Mr. Eden and Ms. Long are the Co-Founders of Harvest Earnings, www.harvestearnings.com, and Authors of "Low-Hanging Fruit, 77 Eye-Opening Ways to Improve Productivity and Profits." Jeremy has decades of consulting and performance improvement experience in business and government including McKinsey. Terri was in the corporate banking world for eighteen years before joining Jeremy over a decade ago. They met in the mid-90s when Terri was the client and an SVP at what is now U.S. Bancorp. Jeremy was the consultant assigned to work with her on the bank's earnings improvement project. They quickly realized that they were in lock step about how best to achieve r

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Terri Long

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