



ASHA Inc

American

Safety & Health Associates

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How to Work Better, Safer and More Profitably

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Your company can work better, safer and more profitably. Yes...it can! How?...Simply choose and change habits; like the habits of working safely. Managers can lead (in safety and productivity) and employees can follow when everyone participates as a Team. What is the key? ...understand the process, and then work it. Manage the process and you'll manage the results. Here is a 7 Step outline to greater safety and profits:

Perceptions → Attitudes → Beliefs → Values → Decisions → Behaviors & Practices (Experiences) → Habits

You can *save* thousands \$ on accidents, insurance, fines and you can *gain* 100s of thousands \$ from better quality, production and efficiency. Why?...because this process model works with all operations, not just safety. Managing safety is an ideal way to implement this process model because it allows you to integrate other aspects of your business into the same system.

Of course, there are technical details such as measuring and managing leading indicators. Remember this too, you are trying to identify, select and change deeply ingrained habits of thinking and action in a way that will work best for your business. These are strategic aspects which inevitably require education and training of managers and leaders as well as production employees. So it is very important to get a fresh pair of eyes with a new perspective combined with specialized knowledge and understanding. That's where an experienced safety consultant is invaluable, like Terry Welsh of ASHA Safety.

What should an employer do to select a consultant? Talk with him. Be sure you and he can communicate. Ensure that he is knowledgeable in his field. And one big key is this – Make certain that he understands business. *He must be able to understand your business needs and operations.* If he understands you, he can design a customized safety system that fits you. If he doesn't, you'll end up getting force fit into a box with some generic program that doesn't work for you. Ask yourself: *Can I relate with him and he with me?*

The sure solution is to use Terry Welsh of ASHA Safety. Contact him personally at 517 927-3177 or twelsh@ashasafety.com. He can help write all your *safety programs* and do *employee training* as well as on-site and remote *consulting*.

NOTE: Have ASHA write your Safety Management Program, do your Training & Consulting. Get \$500 off.

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Sustainable Profits require Safety, Compliance & Quality; all are Attainable

“A visit from ASHA makes a visit from OSHA become a walk in the park”