

Skip Ireland

**President,
COS Business
Products &
Interiors**



I find I am most productive when I avoid information overload and really concentrate on fewer, more meaningful analytics. When COS was a much smaller company, it was easy to be involved in every aspect of the business every day – now that is simply not possible. Holding weekly meetings instead of daily briefings have also benefited us. I tend to get more important information from my managers, and working together in these weekly group meetings tends to keep everyone informed, on track, and more focused on our most important business issues. It is easy to get sidetracked in our daily activities and convince ourselves we had a very busy day even though it was not a very productive day. By implementing key performance indicators (KPI) for every department, we have greatly enhanced our ability to keep everyone thinking, “Did I help myself, my department, or the company achieve a KPI today?” If not, you were not as productive as you could or should be.

Harshad Shah

**President
& CEO,
Hamilton
Plastics**



To achieve positive results, productivity is not only important for the business as a whole, but also for the leader. Prioritize your agenda, and delegate to your team the best you can. A consistently successful leader will get ahead in his own work without getting tired or frustrated. Utilize technology where you can and make sure to have the best team in place. Establish trust and faith with your team, and it will be reciprocated. That creates loyalty, and loyalty breeds productivity. Establish clear goals, give full support every step of the way, and both you and your team will be productive. With passion and an air-tight strategy, you can join the ranks of successful businessmen and women. No matter what, aim high and keep your feet on the ground to achieve decades of success.

ROBB MILLICAN

Director, Sales, Coyote Logistics

To stay productive, you must be quick to decipher what’s important, as it’s easy to get bogged down in the day-to-day grind. Personally, at the end of every day, I write down the things that I must accomplish the next day, and I plan my calendar around those activities. If something else interferes, I have to make a judgment call of what becomes top priority. The act of delegation is also a crucial aspect of being productive. Successful people are surrounded by quality personnel working with them, and it’s important to leverage help when needed. Many times, it feels easier to tackle any and every task that comes your way – however, this method tends to kill actual productivity. Leaning on the expertise of those around you not only helps you be more productive but can also propel others in their career.

