



SUMMARY: The Classical Improvement System

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The Classical Improvement System (CIS) is AstroCat Consulting's methodology and approach to unravelling business challenges. Our firm's system of classical problem solving and analysis, merged with our real-life business experience, come together to create harmonious solutions for any objective.

Our goal is to build lasting, meaningful success for you and your organization by not only implementing this approach to solve business problems – we also TEACH you this system so you can continue to apply it in your business practice.

HOW does The Classical Improvement System work? Here's our process...

Step 1: Learn everything we can from the client first. We evaluate the big picture and isolate the critical components.

Step 2: Analyze the client's strengths and weaknesses in the areas of Technique, Theory, and Performance to reach their objective.

- Technique: This is the *way* you, or your team, performs operations or individual tasks. The technique area of our CIS is where soft skills are developed – where the know-how and memorization of processes are important.
- Theory: This is the *why* for you and your team. Or, the *overall goal* for any task, or system. This is where mission and core values come into play, as everything in your business should relate back to this statement and illuminate every "why?" with a clear answer.
- Performance: This is the actual work being done and real *output*. For individual workers, performance involves their on-the-job results – regardless of if they fully understand objectives for their work, or have all the systems mastered.





Step 3: We then create strategies to improve each category. We have defined improvement markers to quantify success in each of these three areas, as well as around the overall goal.

Creating unity between these 3 areas and a holistic understanding of how they work together solves business challenges, as well as objectives outside of industry.

This synergy gives you and your team momentum to create and define lasting success.

HOW DOES CIS WORK IN PRACTICE?

CIS is both a learning and problem-solving philosophy, as well as a living method that can be applied to challenges in almost any realm of personal achievement – especially business development and business processes.

With industry-related problems, there are a few recurring areas that come up for clients and where they would like to see better results: operations – set up and refining processes, as well as scaling; sales; advertising; training and hiring; and developing a brand image, or company culture – including events and personal development for leaders. Workflow and work / life balance are big ones too.

These areas all intertwine for owners and businesses, and challenges can span more than one – possibly even more than two – of these categories! There are other categories not listed, but important as well. No matter the specific topic, each part of your business has its own set of techniques, theories, and levels of performance associated that can lead to improvement when all 3 work together fluidly.



As we start with an organization and apply AstroCat's CIS, the learning phase at the very beginning is critical to create measurable success in the end. For that reason, we pay extra special attention to this step. Our goal is to fully understand the companies we serve like we are part of the team. We keep asking questions until we fully see our client's vision.

From there, we will dissect the systems and processes that have been built around the challenge, or goal for the company and will get down to the very core actions that result in success.

After learning the full scope of a challenge, we analyze. **We pick apart the systems involved and evaluate the strength of the soft skills and services needed to complete essential processes.** We ask questions that determine a leader or team's level of understanding around the tasks they are completing every day, how they complete them, and uncovering if they see the same purpose in their daily work as our client intended.

Finally, we assess the strength of performance around specific tasks and how **aptitude in the areas of technique and theory tie in.** Can improving one, or both areas help with performance? Or are technical and theoretical skills strong, but issues with performance are still present?

We will uncover the source, and will implement *practice-based solutions* for each of the three classical areas for improvement. Performance is the output and where clients see progress demonstrated, but developing a plan to address the technical and theoretical challenges that tie in leads to much greater success than



any of the three areas alone. The process of problem-solving creates a connection with the person implementing the solution, as well as the audience being served.

Ultimately, the art of 'practice' is the cornerstone of CIS, because it is how you bring together Theory and Technique to create action within your business.

Studying and practicing performance will always be an important step, and it requires maintenance for you and your team.

IN SUMMARY

AstroCat Consulting applies our Classical Improvement System to business challenges across all clients and leaders as a central philosophy to problem-solving and systematically reaching goals. It is universal and can be applied to challenges outside of business too. Any process related, or goal-driven task can be merged with this approach to yield results.

CIS takes practice to master, and solving business challenges grows easier over time, the more you apply it.

To learn more about how AstroCat Consulting can help with your business needs, CONTACT US through our site, or send a message to astro@astrocatconsulting.com. We would love to discuss our services and how we can help you Reach for the Stars!