

ACME Energy Company Success Story



JULIET FUNT GROUP

(Real data from a real energy client anonymized for sharing)

OUTCOMES: DATA

- 94%** stated the mind-sets and skill sets of the program made them more effective
- 88%** stated they'd be more likely to recommend ACME Energy as a place to work if JFG efficiency training were a company-wide norm (ties to talent acquisition costs)
- 17%** increase in having sufficient time for problem solving
- 26%** reduction in total time using email
- 19%** reduction in tasks piling up often or constantly
- 15%** improvement in overall cost of waste

OUTCOMES: PEOPLE

(As this pilot group spanned 29 countries, English as a second language for most reduced the depth of the comments.)

The **whole program was very effective**, videos, advices. Definitely affected positively at me.

Very helpful the white space trainings.

Yes, white space has **affected my productivity**.

I've learned to say "not now" and **avoid interruptions**.

Reduce presence of work while I am not in working hours. Helped to say no.

Being able to **say no to low value tasks** and requests.

Increased awareness of efficiency losses and techniques to overcome.

Is a method that if applied make **better our daily work**.

Enabled me to **confidently create time for creativity**.





ACME Food Services Success Story

JULIET FUNT GROUP

(Real data from a real food services client anonymized for sharing)

OUTCOMES: DATA

92% stated the mindsets and skillsets of the program made them more effective

81% stated they'd be more likely to recommend ACME Food Services as a place to work if JFG efficiency training was a company-wide norm (ties to talent acquisition costs)

13% reduction in total time in meetings

19% reduction in total time using email

47,864 total talent hours reclaimed annually

\$2,620,075 total talent time-value reinvested annually

OUTCOMES: PEOPLE

White space has **transformed my approach to repetitive/recurring tasks** and events like emails and meetings.

I have learned not to 'enable' people by thinking that I must stop and do what they want and ask via Skype constantly. **This has helped tremendously.**

The program allowed me to **critically think about how I use my time.**

I am using some of the lessons in my everyday work and I **can see a difference** in my productivity and results.

I find myself applying the learning modules from white space to everyday scenarios at work. I found these courses to be **extremely helpful and I would take them again.**

White space has shared some good concepts which used correctly will **provide time for creativity.**

White space has definitely **made me more conscious** of those things that I need to prioritize and see clearer what may need my attention.

I like the weekly lessons and it was helpful that it did not take much time or commitment, but **we always had good discussions** in each week's accountability meeting.



ACME Healthcare Company Success Story



JULIET FUNT GROUP

(Real data from a real healthcare client anonymized for sharing)

OUTCOMES: DATA

- 92%** stated that the program was valuable to their work
- 14%** increase in participants who have sufficient time for problem solving
- 92%** stated that the mindsets and skillsets of the program made them more effective.
- 91%** stated they would be more likely to recommend ACME Healthcare as a place to work if JFG efficiency training was a company-wide norm (ties to talent acquisition costs)
- 5%** increase in participants who are comfortable saying no to tasks that don't add to the quality of their delivery
- 5.8%** reduction in meetings
- 10.7%** reduction in email
- 11,175** total talent hours reclaimed annually
- \$683,459** total talent time-value reinvested annually

OUTCOMES: PEOPLE

Your training has **our leadership team having fun and engaged** like no other program we've encountered. And we're talking about things that we have never, ever talked about.

This has been **the most useful training that I've had** in twenty-plus years of being in the industry.

I've had **significant time received back** to my schedule.

When I am in the company of others now, **I am present with them.**

The course has created **a common language on my team** and amongst my colleagues that we all now speak. THANK YOU for this initiative.

This was the first time in my entire seventeen-year career that I felt it was **safe to disconnect from work** during the holidays.

It's given me more time **to focus on high-value items** and the ability to graciously say 'no.'





ACME Insurance Company Success Story

JULIET FUNT GROUP

(Real data from a real insurance client anonymized for sharing)

OUTCOMES: DATA

- 92%** stated that the program was valuable to their work
- 14%** increase in participants who have sufficient time for problem solving
- 92%** stated that the mindsets and skillsets of the program made them more effective.
- 91%** stated they would be more likely to recommend ACME Insurance as a place to work if JFG efficiency training was a company-wide norm (ties to talent acquisition costs)
- 5%** increase in participants who are comfortable saying no to tasks that don't add to the quality of their delivery
- 5.8%** reduction in meetings
- 10.7%** reduction in email
- 11,175** total talent hours reclaimed annually
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ACME Accounting Company Success Story



JULIET FUNT GROUP

(Real data from a real accounting client anonymized for sharing)

OUTCOMES: DATA

- 82%** of learners report the work has made them more effective
- 85%** of learners feel their leaders are modeling the principles of white space
- 67%** of learners would be more likely to recommend ACME Accounting as a place to work if JFG efficiency training was a company-wide norm (ties to talent acquisition costs)
- 62%** of learners report they are holding each other more accountable about time waste
- 19%** reduction in unnecessary reporting
- 11%** reduction in unnecessary meetings
- 21%** increase in reported engagement through meaningful work

OUTCOMES: PEOPLE

I loved the videos. They were entertaining and provided helpful tips. I don't know that I would change anything.

One of the biggest things I found helpful was turning off my email notifications because it allows me **to stay focused on my tasks** and not get immediately distracted about what just came into my inbox.

I think it has made less meetings and **made them end quicker.**

For me the tips were helpful and the chats with coworkers were very helpful especially in this environment for keeping moral up and a joint effort to improve performance. **The huddles were my favorite part** of the white space program.

More purposeful interaction as far as sending emails, inviting people to meetings, or when to speak up to offer my thoughts during meetings.

White space helped me realize how unhealthy my relationship with work was and **helped me start creating boundaries.**

Real life examples – enjoyed weekly meeting and sharing ideas.





ACME Pharmaceutical Success Story

JULIET FUNT GROUP

(Real data from a real pharmaceutical client anonymized for sharing)

OUTCOMES: DATA

- 71%** of learners say their teams are holding each other more accountable about time waste
- 13%** reduction in complexity that slows project delivery
- 10%** improvement in meaningful work engagement
- 17%** improvement in daily interruptions
- 17%** improvement in time to be creative or strategic
- 21%** reduction in employees working after normal working hours
- 6.2%** reduction in email CCs, FYI, and Reply All threads
- 6.7%** improvement in freedom to take PTO

OUTCOMES: PEOPLE

White Space training has been **the most useful training that I've had in 20 plus years** of being in the industry.

Our team became stronger as a team. The white space lessons led to some **really great conversations and everyone was engaged** and learned from others.

It's created a common language on my team and amongst my colleagues that we all now speak.

I found that I have been more involved **with family friends and customers**. When I am in the company of others, I am present with them. I have also started putting my phone down at 5pm and I do not look at it again until the next day.

This December was the 1st time in my entire 28 year career that I felt it was **SAFE to disconnect from work** while during the Holiday break and vacations. It felt GREAT, Thank You!

It's just nice to have a unified language we can all use to be **more efficient and effective**.

The best part of this has been that the whole Commercial organization is going through it and really embracing it. It creates a **common language and understanding** so everyone respects it.



ACME Technology Company Success Story



JULIET FUNT GROUP

(Real data from a real technology client anonymized for sharing)

OUTCOMES: DATA

- 10.6%** improvement in environmental stress
 - 10.5%** reduction in overload related turnover intention
 - 7.4%** reduction in complexity that slows project delivery
 - 19.5%** improvement in ability to freely take PTO
 - 17.6%** improvement in appreciation of development support
 - 15.2%** reduction in employees working after dinner
 - 19%** reduction in reporting
 - 13%** reduction in email
- Total Reclaimed Talent Value = **\$2,533,870** annually
- Total Reclaimed Talent Time = **40,642** hours annually

OUTCOMES: PEOPLE

Thanks very much. It was **one of the best I have taken in my career** - both in contents and format.

Going through the white space training really helped me to be more aware of areas that were distractions and not a good use of my time, and I felt **empowered to say “no” to meetings** and take some control back over my schedule.

I loved the white space program, **but until the concepts are rolled out across the organization**, I feel we will struggle with interruptions.

Have seen an **immense reduction in weekly update meetings** replacing with bi-weekly.

Those that have been through the training respect it and reduce distractions, but **all coworkers could use some level** of training to help.

I am actually **really happy for the first time in a long time** with the level of balance I have in my workdays.

