

# IMPACT PROFILE

EIA has been such a blessing for ACO and helped us put feet to our vision for the Resale Shop!

GLEND A MAY  
Executive Director



Provided a solution for streamlining warehouse operations and a strategic plan.

## REMAKING THE RESALE SHOP

Allen Community Outreach (ACO) knew that, to make their financial goals a reality, they needed help streamlining their warehouse operations and developing a strategic plan. That's why they turned to Executives in Action (EIA) for some expert assistance. EIA brought in Lance Kimrey and Mike Mason—executives with over 40 combined years of experience.

Over the course of seven months, Kimrey and Mason transformed ACO's operations procedures and developed achievable financial objectives. The executives spent over 660 hours developing a plan to revamp current warehouse procedures, and help ACO attain its financial goal of \$1,000,000 in annual sales. A financial plan was developed with five-year projections, along with an improved warehouse layout and revised processing procedures. These new ideas allowed ACO staff to better track inventory and keep its Resale Shop's shelves stocked. For ACO, two talented EIA executives facilitated the development of new disciplines and procedures, ultimately leading to a new determination and culture of performance.

**\$10,375**

EIA INVESTMENT

**28-to-1**

INITIAL ROI

**\$300,000**

MARKET VALUE OF  
EIA CONSULTING &  
MEDIA PRODUCTION