

Today, there are more than 1.2 million small and emerging businesses (between 10-100 employees) in the United States. The best performing businesses have a mature, passionate leader (founder/president/CEO) who seeks excellence in their business, who wants to improve short and long term planning, and wants his/her team members to perform to their potential and execute more consistently toward the company's strategy. In essence, they want their business to last – for the long-term. These business leaders understand that the skill set to build a product -- and to build their business -- are entirely different. To achieve lasting excellence, an organization must make the transition from product-building to "business-building."

Market research shows the primary barriers preventing organizations from becoming excellent businesses are the lack of a practical, systematic methodology, a lack of integrated business processes, and a lack of an integrated organizational learning and coaching system.

Until now, this kind of methodology, software and business service was available only for larger enterprises that could afford multi-million dollar investments in integrating separate systems for strategic planning, quality management, organizational learning, business processes, human resource management, and measurement-driven performance improvement.

Until now, a single system that integrated a methodology, technologies and local coaching – specifically optimized and priced appropriately for small and emerging businesses – did not exist. As a result, a new category of small business solutions called "business-building" has been pioneered and introduced by Six Disciplines Corporation.

Six Disciplines™ is the result of thousands of hours of market research, 50 man-years of development, and more than \$10 million dollars of funding. The Six Disciplines business-building methodology is revealed in the new book "*Six Disciplines for Excellence: Building Small Business That Learn, Lead and Last*", by Gary Harpst, CEO and founder of Six Disciplines Corporation.

By integrating the proven principles of strategic planning, quality management, organizational learning, business processes, people performance management and measurement, Six Disciplines Leadership Centers specialize in helping the best small and emerging businesses make the transition from product-building to business-building using a distinctive 4-way approach:

1. A Methodology to make business-building systematic. (Six Disciplines Methodology)
2. Technology to make business-building practical. (Six Disciplines System)
3. Coaching to make business-building last. (Six Disciplines Leadership Center)
4. A Ready and Able Organization to make business-building work. (Six Disciplines Client)

Lasting value results when there is a substantive change in the organization's competitive advantage, or there is a major leap in an organization's ability to carry out core activities. By working with Six Disciplines Leadership Centers, ready and able organizations can significantly improve their planning and execution, integrate their business processes, and improve their performance management and organizational learning in a cohesive, practical manner. Six Disciplines offers the ready and able organization lasting value – the value of lasting excellence.

Six Disciplines Leadership Centers are a nationwide network of local business coaching organizations that are trained and certified to keep organizations on track and to achieve continual improvement -- on their way to becoming excellent organizations. Six Disciplines Leadership Centers offer a proven methodology to make business-building systematic, technology to make business-building practical, and coaching to make business-building last.

Six Disciplines Leadership Centers targets CEOs, presidents and owners of small and emerging businesses who have a deep passion for excellence, who have already achieved a level of success, and want to continue doing a better job of planning and executing – on their way to becoming excellent businesses.

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## Six Disciplines Corporation

**Six Disciplines  
Corporate  
Headquarters**

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Suite 200  
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Findlay, OH 45840  
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**Company History**

Founded: December 2000

**Management Team**

Gary Harpst, Chief Executive Officer  
Joe Longo, Chief Operating Officer  
Neil Teatsorth, Manager, Human Resources  
Matt Lauth, VP, Intellectual Property  
Randy Minder, Manager, Software Development  
Russ Thompson, Lead Developer  
Scott May, Director, Sales  
Skip Reardon, Director, Marketing  
Jim Bendt, Director, Client Services

**Nature of the  
Business**

Six Disciplines Corporation offers a professional service that combines methodology, communications, training, consulting, and technologies to enable the best small and emerging businesses to Be Excellent™. These professional services are offered through a nationwide franchise network of local Six Disciplines Leadership Centers.

The Six Disciplines Corporation team combines the practical parts of strategic planning, quality management, integrated learning, business process automation, people performance management and measure driven improvement into a single business-building methodology. This synthesis resulted in six fundamental business disciplines that are specifically designed to help small and emerging businesses achieve lasting excellence.

The Six Disciplines system is the result of thousands of hours of market research, 50 man-years of development, and more than \$10 million dollars of funding.

**Mission**

Helping the Best Small Businesses to Achieve Lasting Excellence.

**Values**

Integrity, Excellence and Lasting Relationships

**Web Site**

<http://www.SixDisciplines.com>

**Order the Book**

<http://www.SixDisciplines.com/book>

**Historical Notes**

- 1980 – Gary Harpst, Vern Strong and Jack Ridge found TLB, Inc., which later became Solomon Software. Solomon was the leading developer of microcomputer-based accounting software for small and mid-sized businesses.
- 2000 – Solomon Software merged with Great Plains Software. (In 2001, Great Plains was acquired by Microsoft.)
- 2000 – Six Disciplines Corporation is founded by Harpst.
- 2004 – First Six Disciplines Leadership Center is launched.
- 2005 – Six Disciplines Leadership Center franchises are available.

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