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**Mangement Through Measurement**

**By Rodney Boettger**

In 1996, in the movie Jerry McGuire, actor Cuba Gooding, Jr. made famous the phrase "Show Me the Money!" Ten years later, a variation of that command, now "Show Me the Data!" rings in conference rooms throughout the country. Managers far and wide, at least the successful ones, are looking at the data. Don't tell me your opinion, show me the data. Can you back it up with data?

If you can't measure it, you can't manage it. Companies may be able to survive for a while if managers aren't using data to make decisions, but they will eventually see their demise; likely sooner than later. Those companies to benchmark off are the ones who are not only surviving, but thriving! Pick your favorite phrase: TQM, Process Management, Quality Circles, Improvement Teams, Standards and Measurement departments or any other title you prefer. The function is the same. Look at baseline data - percentages, dollars, hours, quantities - and continuously monitor the performance.

There should not be any task that a supervisor or staff members perform that cannot be measured. If you can't measure it, you can't manage it. Take a fast food restaurant for example. There are a plethora of areas that can be measured such as days without an accident, customer wait time in line, length of time burgers are in the warmer, amount of money off in the drawers, customer complaints, etc. Graph it out and keep a spread sheet of your figures. Clearly you're looking for improvement. If there was a decline, brainstorm, find the root cause and then fix the problem.

The process is the same no matter what industry you're managing. Whether you manufacture widgets, if you are the CEO of an internet marketing firm or if you sell cookies, take a look at all the steps involved in day to day operations. Assign values to the process. Set goals. Review the results on a daily, weekly or monthly basis. Remember, if you can't measure it, you can't manage it. Charts and graphs are an excellent tool to visually remind you of where you have been and where you plan to go.

In the midst of measuring your subordinates' performance, don't neglect to measure and manage your own operations. Don't think for a minute that your boss isn't looking at your performance. And if you're the top dog, you had better be managing yourself well, or you will never succeed at managing others.

Mr. Boettger's consulting firm helps business market effectively without spending more money on advertising through a growth performance guaranteed system. An extensive DIY small business action plan is available free on their website at

<http://www.7StepConsulting.com>

### **Measuring For Children's Patterns**

#### **By Paisley Pincushion**

At one point or another in your sewing career, you have likely put together a cute little outfit for your son or daughter, only to have it a little tight in the chest, or the arms are just a tad short. A lot of that can be avoided if you know how to take the right measurements prior to making the garments.

You don't want to needlessly spend your time and effort on something that isn't done right. If you are too big, then at least you can bring in the seams and try to fix the garment. But, too short, and you use up a whole lot of fabric. This article will describe how to take the proper measurements for a child, so you can get them into the outfit you have sewn.

**Measuring for height** - This is probably the simplest one to do - just as long as your child is not wearing shoes. Shoes can add between an inch and 2.5 inches to the height of the child - making your measurements way off. Have your child stand with their back straight against a wall. Measure from the bottom and back of the heel, to the crown of the head.

**Chest** - You should measure for the chest around the largest part of the chest. Not when the chest is expanded, but at the part where you will get the greatest measurement around this area. It is most often right underneath the armpits.

**Waist** - The natural waist is the best place to measure for kids, but figuring out the natural waist might be the toughest chore. This is usually the area about two to three inches above the top of the hipbone.

**Hips** - This one is simple. We all know where the hips are, so we need to measure around the fullest part of the hips. Without an accurate measurement in this area, our kids might not be able to pull up their new slacks!

**Arm** - To get an accurate measurement of the arm, you need to first measure from the neckline to the tip of the shoulder bone (towards the arm). Make a note of this measurement. Then give the arm a slight bend, and without releasing the tape (from the original measurement), measure all of the way down to the wrist. Subtract the shoulder width from the overall measurement and you have your most accurate arm length measurement.

**Pant length** - You need to measure both the inseam and the outside of the leg in order to get a good measurement for the pant length. The outside seam will be the overall pant length, and is the most important for the proper length. This is measured from the waist point to the length you wish the pant leg to be.

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The inseam is for the proper fit in the midsection and crotch area. To measure the inseam, you need to measure from the crotch area to the length you want the pant leg.

Final tips and hints for measurements:

Don't be afraid to err on the larger side. Unless you are trying to tailor something to fit perfectly then don't worry. Also, kids are going to grow, so by making it 1/4" bigger in one area isn't going to hurt.

When measuring (especially for pant and arm length), you want to keep in mind the comfort of your children, over making it fit exact.

When choosing a pattern for your child, match the height of your child first, then the chest, and finally waist and hip measurements.

If your child has measurements that fit between two pattern sizes, go with the larger pattern size.

With a firm idea of how to make proper measurements on your children, you can now go ahead and tailor that new blouse, or a great set of summer shorts!

The Paisley Pincushion is an independent pattern site providing patterns for dresses, quilting, aprons and more. All the patterns are created and sold by Katie Organ. The Paisley Pincushion also offers many helpful sewing articles. Visit them at

<http://www.paisleypincushion.com>

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