

AS SEEN IN THE WALL STREET JOURNAL June 26, 1995

“It is said that a lobster, when left high and dry among the rocks, has not the energy to work his way back to the sea, but waits for the sea to come to him. If it does not come, he remains where he is and dies although the slightest effort would enable him to reach the waves. The management world today is too full of human lobsters stranded on the rocks of organizational dysfunction, calmly waiting for some grand theory of future fortune, or perhaps drifting for a time in the currents of prosperity by chance without direction and control.

“At CLARK SHERMAN COLVIN, we design and implement organizational solutions, in both the private and public sectors, from design to practice, the time-tested way. We manage corporate strategies as well as plan them. We build functional rather than processed based organizational structures that squarely place both responsibility and accountability on persons not committees or teams. We place budgetary and financial controls that ensure high productivity, efficiency and demand cost-effectiveness. And we design incentives, compensation and evaluation plans that reward manager and worker performance through pre-established objectives. As such, we do much more than merely advise top management, we conduct Strategic Restructure Intervention (SRI), the true essence of long term corporate revitalization. Using the latest in information technology we develop and implement the same “nuts and bolts” strategy, control systems, and solutions that brought America to the forefront of the business and organizational world. This I promise!”

—Dr. Clark S. Colvin

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