



PuMP Lite for Teams

One team, one goal, one measurable
breakthrough. And repeat.

PUMP ACADEMY

STACEY BARR

PuMP Lite is the easiest and fastest way to reach goals.

Too many teams struggle with vague goals, irrelevant KPIs, or reporting that focuses on activity rather than results.

The outcome? Frustration, wasted effort, and little evidence of real impact.

PuMP Lite for Teams changes this. It gives your team a **fast, practical, and proven way** to measure and achieve the results that matter — with expert guidance from one of our licensed PuMP Partners or Affiliates.

Unlike our public PuMP Lite program, this private team version is tailored specifically for your team's goals, challenges, and schedule.

What is PuMP Lite?

PuMP Lite is a practical, step-by-step, fill-in-the-blanks process to apply the 17 most essential PuMP skills (out of the total of 75 skills). It makes meaningful performance measurement more accessible for more teams, especially when they are limited by time or budget constraints.

Despite these constraints, and possibly even because of them, achieving goals is still vitally



important. And **measurement is the goal-achieving leverage many teams overlook.**

And with PuMP Lite for Teams, your team will find that leverage, and use it.

Your team will have more goal-achieving capability than ever before.

By the end of PuMP Lite for Teams, your team will have:

- ✓ The clearest, most specific result-oriented goal they've ever written
- ✓ The most relevant and useful evidence-based performance measure they've ever designed
- ✓ Clarity and focus in interpreting and using their measure to achieve a real impact
- ✓ Collaboration and shared accountability instead of competition and mistrust
- ✓ Confidence to repeat the process for all their remaining and future goals
- ✓ A stronger line of sight between their team results and organisational strategy

PuMP Lite starts small, and builds at your pace.

One team, one goal, one measurable breakthrough at a time.

PuMP Lite is about starting small, quickly getting a win, and then building momentum for the next iteration. PuMP Lite teams learn this process quickly, by doing, and develop just enough of the right skills to keep on doing it, every time they have a goal to achieve.

PuMP Lite for Teams still covers the same practical, fill-in-the-blanks process as our public PuMP Lite program, but it also provides what our public program cannot:

- **Dedicated focus:** Your facilitator works only with your team, giving full attention to that team's specific goals.
- **More depth:** The dedicated focus of your facilitator creates space for your team to take on two or three goals, not just one.
- **Collaboration:** Team members build measures together, getting more synergy from their combined strengths and knowledge.
- **Flexible scheduling:** Sessions can be arranged to suit your team's work commitments.
- **Tailored attention:** Your facilitator ensures the process fits your context while maintaining PuMP's rigour.



Cass started small, and it worked...

Cass Quilty is a medical practice owner in Australia, and she wanted to try measurement as a tool for practice improvement, with PuMP.

Setting up and using one measure for her practice wasn't as hard as she thought. And the results came quicker, too, more than doubling performance within a few weeks, and engaging her team like never before.

"Communicating with and involving your team is an absolute must... and a game changer. In fact, the most significant impact, over and above the improvement in our measure [more than doubling the performance within a few weeks], was the team buy-in. It's empowered them and created positive competition."

Cass Quilty, Medical Practice Owner
(Australia)

[Read more about Cass's story here.](#)

How PuMP Lite will work for you...

PuMP Lite for Teams is delivered privately for teams in your organisation, for one team at a time. Like we do in forming “Measures Teams” for the full PuMP Blueprint, we can help you choose your PuMP Lite team with 5 to 7 members with a balance of the rights skills and experience to get the best results.

Each team can choose the format they’d like:

- ☐ Online via Zoom, or your preferred platform
- ☐ Onsite at your workplace
- ☐ Or a combination of both

And together we structure the program to fit with each team’s schedule, involving:

- No more than 13 contact hours, organised into 4 to 8 sessions
- Scheduled for completion ideally within 4 weeks (to maintain momentum toward achieving their goal)
- Built-in coaching and review time with your team’s PuMP Lite facilitator
- A step-by-step, fill-in-the-blanks template to guide your work (which you can reuse for additional and future goals)
- Practical examples and interactive discussion, not theory-heavy training (but your team will still learn all they need to repeat the process for more goals)

What return can you expect?

PuMP Lite gives you a fast, focused way to *actually measure and achieve* the goals that matter most — without needing the full PuMP Blueprint or a large-scale change program.

And because it’s measurable, you can quickly determine the impact PuMP Lite has for you. Like this:

“It was taking on average 64 days to place training failures in new positions, and the Directors asked us if we could get that down to around 14 days. We used PuMP to help us do that. We invested probably \$10,000–\$12,000 and got back close to a \$500,000 gain. And there are also the intangibles, like the Union is happy now, the managers are happy and the actual employee who is being impacted can get their life back on track.”

Steve Silvers, Federal Aviation Administration (USA)

What measurable impact do you want from your teams? If you have one team with one goal that’s important to achieve, you have a team ready for PuMP Lite.

Your investment

Pricing for 2026 is per team (3–5 people for best results) at \$12,000AUD plus GST. This fee includes additional coaching sessions, a reusable fill-in-the-blanks template, and a PDF instruction workbook for each participant.

Discounts apply when your booking includes two or more teams. We offer an additional discount for non-profit organisations.

This is an investment in **team performance and organisational outcomes**. Teams gain the know-how to achieve meaningful results now — and the skills to repeat the process in the future. Your return on PuMP Lite will be many times greater than your investment.

Your next step:

→ [Contact us today to discuss PuMP Lite for Teams](#)

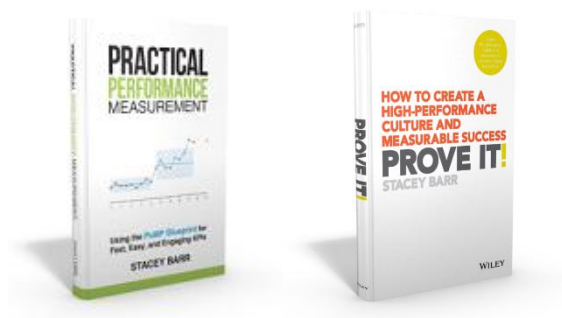
About PuMP Lite's creator

Stacey Barr is a globally recognised specialist in organisational performance measurement.

She discovered that the struggles with measuring business performance are, surprisingly, universal. The biggest include hard-to-measure goals, trivial or meaningless measures, and no buy-in from people to measure and improve what matters. The root cause is a set of bad habits that have become common practice.

Stacey created PuMP®, a uniquely methodical and practical performance measurement approach. PuMP replaces the bad KPI habits with techniques that end the common KPI struggles. PuMP makes measuring performance faster, easier, engaging, and meaningful.

Stacey is author of [Practical Performance Measurement](#) and [Prove It!](#), publisher of the [Measure Up](#) blog, and her content appears on [Harvard Business Review's website](#) and in their acclaimed ManageMentor Program.



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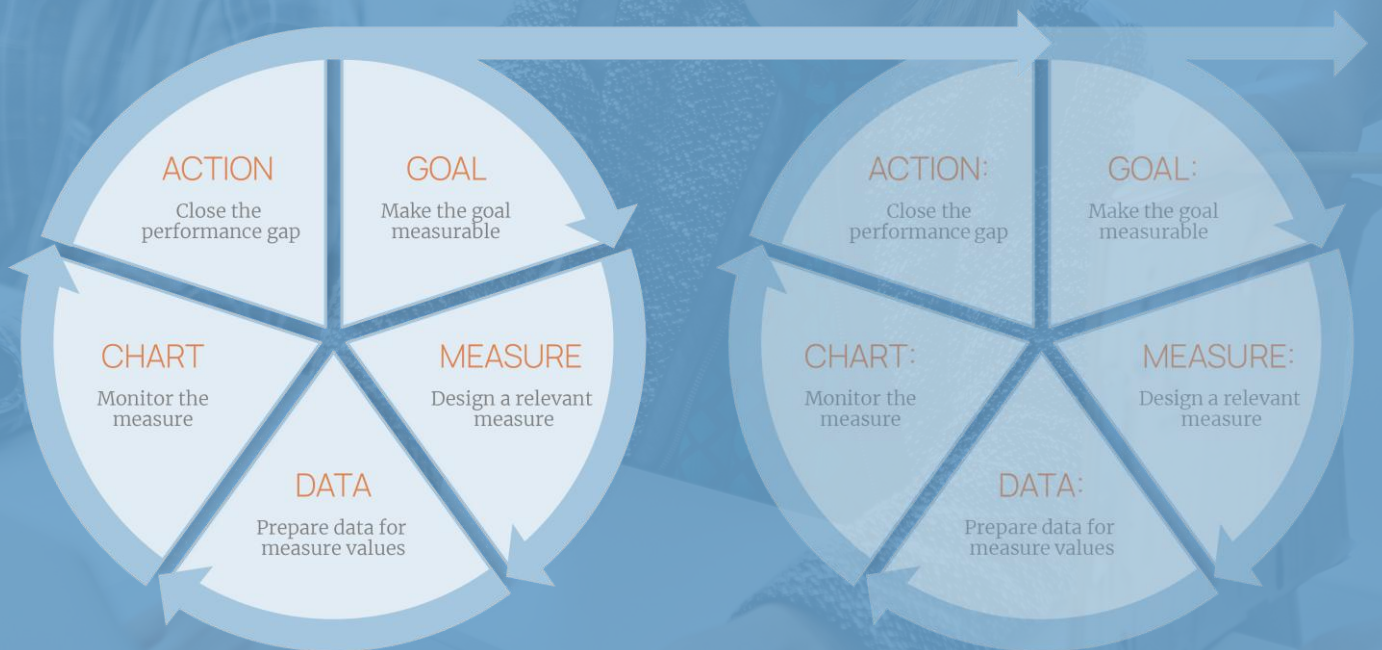
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PUMP

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