

# Improve Ability to Resolve Issues

Provide “consulting as an organization” in order to resolve the issues customers face. Promote human resource development and increase the number of salespeople, as well as developing services through alliances with Fintech companies.

**Variety of issues experienced by customers and the region**

**Small and medium-sized companies**

Succession problems  
Management improvement, expansion in scale of business

**Regional and local governments**

Overall design of the regional economy

**Individuals**

Future design  
Asset investment

## YMFG Initiatives

**Augment personnel**

- Consolidate headquarters functions at sales location BPR and FG to increase number of solution personnel (aim for 50% personnel increase)

**Develop human resources**

- Develop practical skills (behaviors leading to success)
- Increase number sent overseas and into different sectors

**Promote human resources**

- Reinforce mid-career hires, etc.

**Leverage companies specializing in consulting**

- YM Consulting (corporate, FP)
- YMFG ZONE Planning (regional invigoration)

**Make use of IT**

- Pursue highly convenient services through leading-edge technologies

**Issue resolved**