



Bringing effective insight to your organizationSM

Preparing for the End of the Year

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Invent Your Future

Start with what is calling

Understand market needs & wants

Target wants & sell to needs

What Does A Good Year End Look Like

Define revenue targets

Market share targets

Profit and gross margin targets



Understand Present Reality

Define possibilities

Create a stretch plan

Align teams around strategy



Define Key Starting Point

Show benefits to team

Define define ROI

Plan actions and outcomes



Inspire Teams

Show benefits to team

Define ROI

Plan actions and outcomes

Build Accountability For Targets

Define who, what & how

Weekly check-in meetings

Mid-point check-in meetings



Plan A Celebration

Work the cost into profit targets

Choose a beautiful place

Include spouses and families



LCS Open Line

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