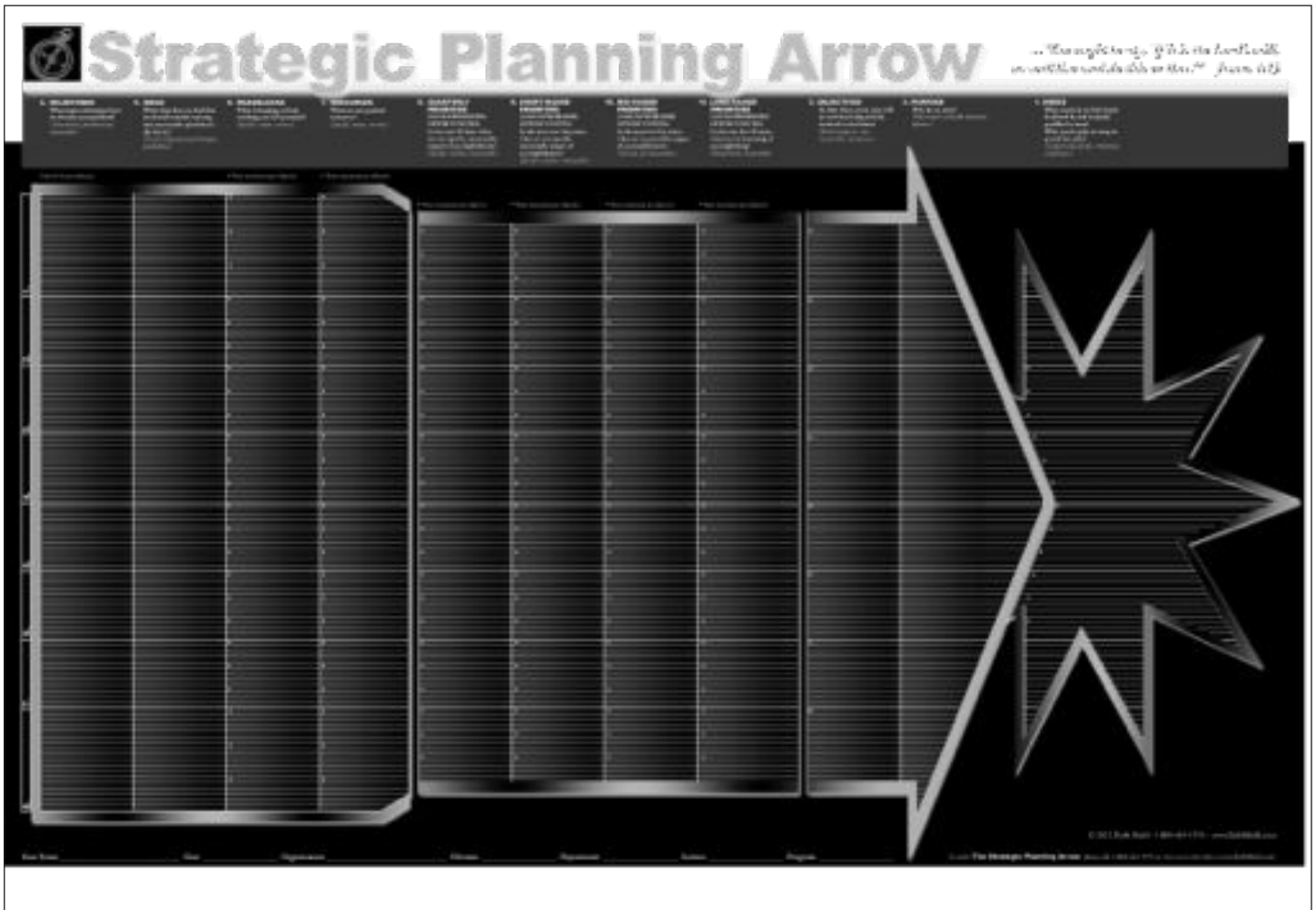


# The Strategic Planning Arrow

(20,000 Foot Level)

Getting your team on the "same sheet of music" ... reducing team mis-communication



## STRATEGIC PLAN

A Strategic plan is a written statement of a group's assumptions about it's direction, it's organization, and it's cash.

## GOALS

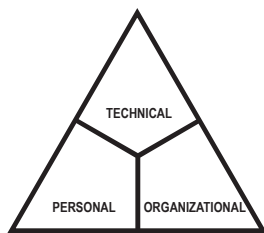
Approximately 15% of adults are goal oriented / energized. They want to ADD new things this year.

## PROBLEMS

Approximately 80% of adults are problem oriented / energized. They want to FIX what is broken in the existing system this year.

## OPPORTUNITIES

Approximately 5% of adults are opportunity oriented / energized. They want to wait and GRAB new opportunities which will "pop up" this year.



# Leadership Academy



TAB 1 "Fog cutting arrow"

## SHELF 1: FOCUSING

TAB 2 "North Star"

TAB 3 "I Want Grid"

TAB 4 "Boulders Sheet" (Personal)

## SHELF 2: ASKING

TAB 5 Problem...Solving!

TAB 6 Decision Making

TAB 7 Dream Sparking

## SHELF 3: BALANCING

TAB 8 "Annual Balance" Calendar

TAB 9 "Emotional Balance Chart"

TAB 10 Mentoring

## SHELF 4: COMMUNICATING

TAB 11 You Focus

TAB 12 Speaking Confidence

TAB 13 Social Confidence

## SHELF 5: PLANNING

TAB 14 "Team Focus Arrow"

TAB 15 "Masterplanning Arrow"

TAB 16 "Boulders Sheet" (Organizational)

## SHELF 6: BUILDING

TAB 17 Organizational Chart

TAB 18 "Leadership Star"

TAB 19 "Team Profile"

## SHELF 7: GENERATING

TAB 20 Marketing Process

TAB 21 "Selling Success"

TAB 22 Fund-Raising

## SHELF 8: MANAGING

TAB 23 Seasonal Cash Flow Projections

TAB 24 Process Charting

TAB 25 "Vital Signs" and 'Standards'