Preparing for the End of the Year

PAUL DAVID WALKER
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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