




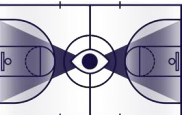


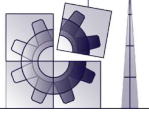
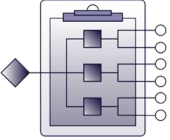



## APPLIED WISDOM: STRATEGIC PLAN AUDIT

**ACTION: Map your plan's goals/objectives and resources to the broad areas of Culture, Planning & Implementation and/or to each specific insight and ideally sub-section topic. do the same review of your annual budget to bring awareness to investments in the three key areas of Culture, Planning & Implementation activities.**

	ICON	INSIGHT & TAKEAWAY	SUB-SECTION TOPICS	STRATEGIC PLAN GOALS/OBJECTIVES & \$\$\$ RESOURCE ALLOCATION
 <b>I. CULTURE - How people act and interact.</b>				
1		<p><b>Cultivating Culture</b></p> <p>Culture matters. It's a core organizational asset.</p>	<ul style="list-style-type: none"> <li>• <i>A Values-Based Culture</i></li> <li>• <i>Tone at the Top</i></li> </ul>	
2		<p><b>Respect &amp; Trust Your People</b></p> <p>Respecting and trusting your people is the foundation of all good management.</p>	<ul style="list-style-type: none"> <li>• <i>Caring and Collaboration</i></li> <li>• <i>Hiring Deliberately</i></li> <li>• <i>Employee Growth &amp; Satisfaction</i></li> </ul>	
3		<p><b>Bad News is Good News</b></p> <p>Always listen for and even seek out signs of trouble. Bad news is good news if you do something about it.</p>	<ul style="list-style-type: none"> <li>• <i>Porpoising</i></li> <li>• <i>Bad News is Essential for Boards</i></li> </ul>	
 <b>II. PLANNING - The strategy and resources to achieve mission.</b>				
4		<p><b>Develop Court Sense</b></p> <p>Develop "court sense" to see everything that's happening around you, and to rapidly adjust to changes.</p>	<ul style="list-style-type: none"> <li>• <i>Court Sense for Nonprofits</i></li> <li>• <i>Driving Forces</i></li> <li>• <i>The Inspirational Why</i></li> </ul>	



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	ICON	INSIGHT & TAKEAWAY	SUB-SECTION TOPICS	STRATEGIC PLAN GOALS/OBJECTIVES & \$\$\$ RESOURCE ALLOCATION
5		<p><b>The Whole Job</b></p> <p>Commit to doing "the whole job." Investing in organizational capacity contributes to excellence and impact.</p>	<ul style="list-style-type: none"> <li>• <i>Face the Elevator Door</i></li> <li>• <i>A Humble Approach to Giving</i></li> </ul>	
6		<p><b>Prioritize and Focus</b></p> <p>With limited time and resources, it's essential to prioritize and then focus.</p>	<ul style="list-style-type: none"> <li>• <i>10% for Planning</i></li> <li>• <i>Board Priorities</i></li> <li>• <i>Plan to Succeed</i></li> </ul>	
 <b>C. IMPLEMENTATION - Actions to ensure desired results.</b>				
7		<p><b>Book It and Ship It</b></p> <p>Planning is essential but success comes from the implementation of your ideas. "Book It and Ship It." Make a decision and manage the consequences.</p>	<ul style="list-style-type: none"> <li>• <i>Success is 90% Implementation</i></li> <li>• <i>The Cost of Perfect Information</i></li> </ul>	
8		<p><b>Who Owns the Monkey</b></p> <p>To create a culture of accountability, reinforce individual ownership of problems. Always ask, "Who owns the monkey?"</p>	<ul style="list-style-type: none"> <li>• <i>Empowerment</i></li> <li>• <i>Organizational Structure</i></li> </ul>	

