



Developing and Implementing Your Next Strategic Plan

The Benefits

We work with you to produce practical and productive planning experiences that motivate and engage Stakeholders toward developing great strategy outcomes.

We will provide perspective and best practice advice based upon our work with 1000's of people, from the front-line to Executive levels, across a wide variety of industries.

We deliver:

1. Support tools that aid participants in their "real-world" preparation for planning
2. A "high-octane" skilled facilitator that ensures the practical challenges and opportunities are put on the table during discussions
3. Using our experience of more than 22 years within public sector, corporate and association industries, providing a strategic development "process" to capture all key thoughts/themes and rationally considered options
4. A strategic document that forms a rational definition of "What" is required for the organization to succeed

The Expectations

You can expect a lot for your investment - you will be demanding!

1. **Foundation.** You'll understand and have consensus of your organization's position in the industry now and in the future, including the qualities that will make the organization unique in your marketplace.
2. **Strategic Outcomes.** Together you'll develop new strategies and best practices the organization should execute.
3. **Your Future.** You'll possess a clear strategic purpose to live by, goals, and objective execution plan – with dates and measures.
4. **Team Engagement.** You'll participate in strong interaction among senior management that builds team unity.
5. **Continuity.** Leveraging our planning methodology and tools, you'll see the organization continue to mature with regular quarterly strategic planning reviews of your plan in the future.

Our Unique Ability

1. We lead our clients from planning to plan, practical research, appreciative strategic development, team on-boarding commitments to execution and follow-up review.
2. We provide relevant planning best practices, practical facilitation techniques that motivate, industry knowledge and proprietary processes that produce practical and immediate results.
3. We challenge underperformers to the point of re-engagement in the short-term, and more often, appreciate committed performers within an obvious and successful planning process.
4. Our planning facilitation services help management determine strategies that will make the organization unique, as well as the strategies that should not be pursued.

A strategic planning process should build and include:

- (1) An outline of the critical issues that must be addressed in the long term Goals
- (2) Set of Functional Strategic Goals
- (3) Set of Objectives that are owned by Functions and Departments
- (4) Commitment to finding sufficient funds to achieve the results
- (5) Cancellation of activities/programs that are not producing results
- (6) Engage the entire workforce toward an understanding of what is to be achieved, how and when

Objectives:

Upon completion of our 5-Stage process, stakeholders will have developed:

- Clarity of Future Aspirations as well as Market focus
- Clear understanding of the Outcomes expected over two-three years
- Vital Goals and Objectives that are vital at the Business Unit level
- Action plans, accountability and buy-in from stakeholders as well as all staff
- Stakeholders and staff that have contributed and claimed accountability for key success factors in a measurable way

Ready to review the full outline? Email cnelson@pmci.ca to receive it.