

See What Satisfied Clients Have to Say About our Planning Process

"The planning process was user friendly and maintained the interest of my leadership team. On top of that, we completed our strategic plan in only four 2 hour meetings. We ended up with a very action oriented plan, a large group of plan "owners" and a leadership process that is keeping our "eye on the ball". We are getting significant results!"

Woody Sullivan - Executive Director, Pender County EMS (N.C.)

"The wonderful thing about the planning process, is that it helped us see the big picture and then show us how to break the big picture into small bites that are easily done. All of a sudden you see your strategic plan moving forward with ease, one step at a time. Without a doubt, our strategic plan has transformed our little Chamber of Commerce to one that is recognized in the community as the organization to look to, to get things done."

Connie Majure-Rhett, President and CEO, Greater Wilmington Chamber of Commerce (N.C.)

"The planning process helped us bring about results we would have thought to be impossible in the past. With the help of our strategic plan, we now have ways to keep our organization focused on change and working together to bring about those changes needed to succeed in a very competitive environment"

Jim Sanders, Plant Manager, Dupont Plant in PA



We are in the business of developing Transformational Leaders and engaging their organizations to deliver truly extraordinary business results. We coach leaders and leadership teams in the skills, processes and behaviors needed to inspire individuals & teams to new levels of achievement.

For more information visit our website at www.TLCC.biz

Offices In:

[Beaumont, Tx.](#)

Keith N Rogers
409.201.5705

keith.rogers@tlcc.biz

[Chester, Va.](#)

Michael Marshall
804.314.1088

michael.marshall@tlcc.biz

[Slidell, La.](#)

Byron F. Faust
985.788.1244

byron.faust@tlcc.biz

[Wilmington, NC](#)

Robert Gerlach
910.792.0773

robert.gerlach@tlcc.biz



Transformational Leadership Coaching & Consulting, LLC

Create a Strategic Plan that You can Actually Implement



Building Organizational Capacity to Achieve Extraordinary Results™

Take your Business to the Next Level

Our approach to strategic planning is a highly collaborative, inclusive process that facilitates action and results. Since your plan is only strategic if you do it, we also provide you with the leadership skills and tools needed to maintain focus and pace during plan implementation.

Why should you develop a strategic plan?

- To stay ahead of your competition.
- To improve performance that has leveled off or is in decline.
- To develop a clear picture of your future state.
- To build broad ownership within the organization for needed changes.
- To establish a common basis for setting priorities throughout the organization.
- To make your future success a planned event, not a random happening.

Strategic Planning Model ©



What will Our planning method... do for you?

By the end of the planning process, you will have developed:

- A Mission Statement (a clear expression of what your business is here to do).
- A Strategic Statement (a definition of your businesses "primary driver" and the most critical issues that you must address to fulfill your potential).
- Long Term Objectives (3-4 heroic targets that quantify where you want to be and when).
- Key Results (a prioritized list of and actions for each of your Long Term Objectives).
- Focus (overall action priorities for your first year of implementation).

Additionally, we provide:

- A written report tailored to serve your specific needs.
- A separate and distinctive Strategic Leadership Process for maintaining focus on your plan and pacing achievement of results.
- Tools for engaging a broad cross-section of your organization in both planning and implementation and developing shared ownership of action and results.

How you will benefit

- You will identify those business characteristics that make you unique and competitive.
- You will identify those critical internal and external issues that stand in the way of achieving new performance levels.
- You will establish heroic long term objectives that will serve as motivators and drivers of action and results.
- You will identify specific priority actions to achieve your long term objectives.
- You will build broad ownership of the plan by the key stakeholders in your business.
- You will install a leadership process that assures on-going attention to plan details.
- You will achieve results that you previously thought were beyond your reach.

It's Only Strategic If You Do It!

Less than 30% of businesses fully implement their strategic plan and even get close to achieving intended results. Our planning process drives implementation! We limit collaboration to defining strategic key results and allow you to quickly move into implementation through action teams initiated by the Strategic Leadership Process. The action teams develop and execute the operational tactics required of the plans key results.



Our Unique Process:

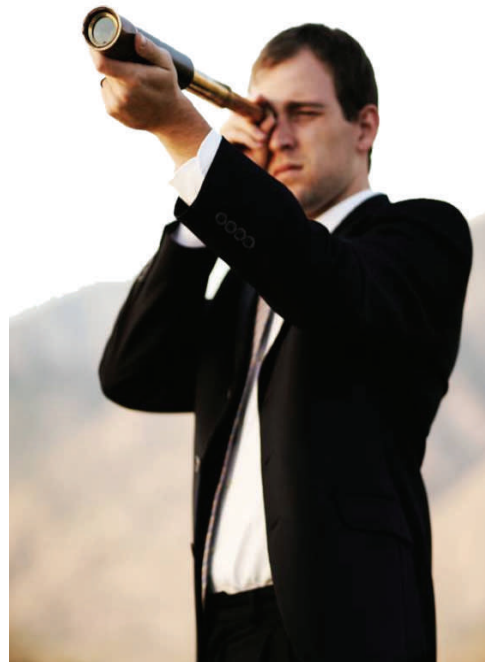
- Uses a simple five step process that usually can be completed within 8 hours of meeting time.
- Separates the tactical from the strategic planning and offers a highly effective, on-going leadership process for developing and implementing the required tactical plans.
- Creates a discipline to maintain focus on long term step change results as opposed to incremental change.
- Is highly collaborative and cross functional team based, resulting in broad understanding and ownership of the plan and subsequent commitment to see it through the implementation process.
- Utilizes a leading edge consensus building process with tools to reconcile divergent views.

Take your Non-profit Organization to the Next Level

Non-profit organizations have special challenges that sometimes dictate variations in the planning method. Non-profits:

- Are largely staffed by volunteers, with a small paid staff. They depend heavily on their volunteers.
- Volunteers are not as readily accessible as paid staff.
- Normally do not have direct competition, but are in fact competing for dollar and human resources with other non-profits. They tend to be very resource limited.
- Volunteer base have very diverse backgrounds and experiences. Many do not have business backgrounds.
- Must have effective consensus building skills or they can not hold their volunteers.

"We will tailor our planning process to suit your organizations special needs"

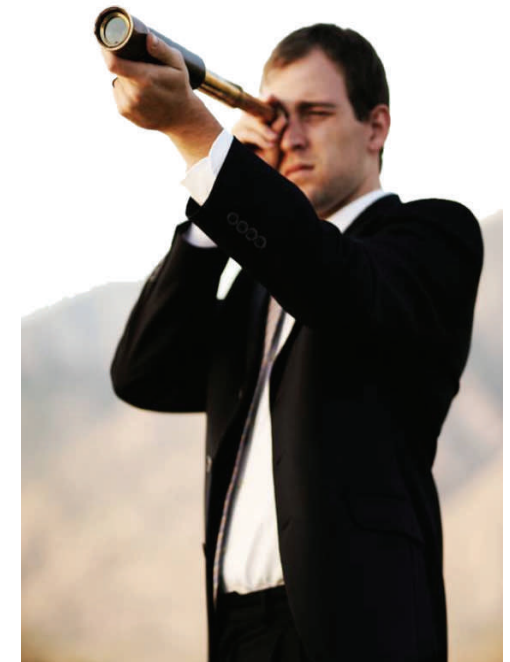


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"We will tailor our planning process to suit your organizations special needs"



Create a Strategic Plan That You can Actually Implement

An alternative planning process that better suits many volunteer based organizations, is driven by visions rather than heroic numeric drivers:



* KPA's = the vital few key performance areas (categories) where the organization must focus its resources if it is to succeed.

We will tailor our planning process to suit your organizations special needs. However, your plan is still "Only Strategic If You Do It." We would want to help you install a separate and distinctive Strategic Leadership Process for maintaining focus on your plan, pacing achievement of results and assuring the appropriate level of inclusiveness and collaboration with your volunteers.



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