

LeadershipMomentum.net



UNLEASHING THE POWER OF COMMITMENT

We help leaders align and mobilize their organizations to deliver on their most critical commitments.

Our clients are mission-driven companies who hire us to create breakthroughs in:

- Accountability & Execution
- Employee Engagement
- Customer & Partner Relationships
- Culture & Values
- Brand Trust
- Corporate Responsibility

SELECTED U.S. & GLOBAL CLIENTS

CellMark
Cisco
HMH
Intuit
Stanford
Symantec

- “ **Brilliant work.** Makes a material difference to leaders and organizations. – *Chief Customer Officer*
- “ One of the **best leadership conversations** I’ve ever attended. – *Marketing Manager*
- “ **Surpassed our expectations!** – *Chief Executive Officer*



Is aligning your teams for execution a critical priority for your business?

Call us to discuss your goals! 888.967.5567

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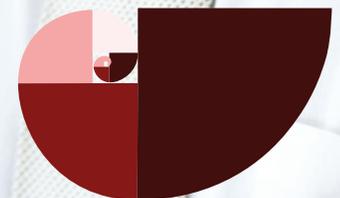
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ALIGN YOUR TEAMS FOR EXECUTION

*translate your strategy & vision
into shared goals & commitments*



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Companies that master execution in times of turbulence **earn 10x** the returns of their industry¹

How do I align and mobilize my organization to deliver on our strategy and vision?

Companies that can focus and execute amidst change **achieve far greater returns and a more sustainable advantage over time**

When firms mobilize clear, organization-wide commitment to a direction, they empower teams to take initiative and respond as opportunities unfold. The result is more consistent execution, increased agility, higher employee engagement and more sustainable growth.

Companies that execute well **earn 40% higher growth.**²

Yet, your teams can only deliver if they are able to focus

In today's fast-paced environment, execution is more likely to fail due to competing priorities or unmanaged dependencies than lack of effort. Yet few companies take an integrated view of their critical few priorities or shared goals across units.

70% of strategic initiatives fail to achieve desired results³

THE BOTTOM LINE

Leaders need ways to translate their vision and strategy into a few critical priorities, shared goals, and commitments between units – and then sustain focus over time.

At Leadership Momentum, we help leaders align and mobilize their teams to deliver, by helping them clarify their shared goals and commitments – and sustain focus over time.



CLARIFY

CLARIFY YOUR STRATEGIC OBJECTIVES

Working sessions to create an integrated view of shared goals, priorities and dependencies between units. Includes Strategy Map, Scorecard and Roadmap.



MOBILIZE

MOBILIZE TEAMS AND INITIATIVES

Working session to help teams understand the vision and strategy, take stock of what is in motion and re-align priorities to get to the goal. Sessions can be run for key initiatives or intact teams.

IMPROVE CROSS-TEAM ALIGNMENT

High-energy sessions for teams from different units to understand needs, clarify roles, prioritize areas to improve, and design innovative solutions – while building collaborative relationships.



SUSTAIN

SET UP SYSTEMS TO MANAGE FOLLOW-THROUGH

Activities and support to help teams design their own dashboards and implement their own progress reviews. Includes coaching on managing focus, energy and time.



RENEW

RE-ALIGN AS THINGS CHANGE

Working sessions to take stock of progress, address obstacles, and consider whether to “pivot.”

OUTCOMES TO EXPECT

- Improve Accountability & Execution
- Foster Collaboration & Agility
- Improve Employee Engagement
- Increase Customer Loyalty & Retention
- Demonstrate Corporate Responsibility
- Build a More Differentiated Brand



1. Collins & Hansen, Great by Choice, 2011, 2. Boswell, Frechette, & Davis, Strategic Speed, 2010, 3. McKinsey, The Inconvenient Truth about Change, 2008

Our services leverage research via the Safra Center for Ethics at Harvard 2012-5.