

# NAVIGATING THE YEAR

[ an annual strategy day that delivers a return on investment ]



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A new year is a great opportunity for new – or reviewed – strategic planning. Benefit from a clear head and an energised team before the reality of the year ‘stuffs’ you up.

Our flexible Strategy Day Agenda is designed to set the scene for the coming year, and provide a clear strategic roadmap that your team are on board with.

These strategic priorities will ensure genuine growth towards your overall business vision – ensuring this year is better than just ‘more of the same’.

Whether it's more time, more money, or a more cohesive team that you want; whether this is the year you Start-up, Scale-up, Step-up or Sell-up; it all starts here and the opportunity is now.

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[ sample agenda ]



[ welcome ]

- Confirm Agenda and Expectations for the Day
- Create 'Brainstorm' Board for capturing ideas
- Agree Documentation and Actions process



[ vision ]

- Review the Commercial Vision for the business - Income and Equity
- What are your annual targets?



[ strategy ]

- Review Growth Planning – Use the Capacity Engine to agree strategic priorities for the coming year (and beyond)
- Review Income Matrix – What Product and Channel mix will reach our targets
- Review Sales Hourglass Management – Are we generating enough activity, and converting successfully, to reach our targets



[ resources ]

- Operational Structure – What needs to change in regards to Skills; Responsibilities; Technology; Premises; Suppliers
- Training Needs Analysis - if required



[ execution ]

- Agree Strategic Priorities / Roadmap
- Clear Follow-up actions to Deliver

# FIND OUT IF THIS IS RIGHT FOR YOU

[ book a complimentary coffee with our Director of Strategic Business Advice ]



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