



Plan and Lead in the Right Direction

1. Overview

Leadership imperative and strategic thinking are essential for effectively leading a firm.

2. Book

In preparation for the Leadership Webinar it is suggested that you read the following sections of the Smart Manager FAQ book by Rex Gatto:

3. Strategic Leadership

- Every action affects the future!
- Everything happens in a system

4. Leadership Imperatives

- Design the future
- Target success
- Campaign to win
- Finish with finesse

5. Leadership Process

- Ask the right questions
- Make right choices

6. Leadership Planning Process

- Pre-planning
- Environmental screen
- Formulate strategy
- Implement strategy
- Evaluate strategy



7. Planning in Action

- Background
- Reason for the plan
- Comparison
- Implementation

8. Definition of Planning

- Decision making
- Where you are
- Id risks
- Hazards
- Power to control

9. Plan to succeed

- Id the future
- Understand the present
- Develop a strategy

10. Simplified strategic plan

- Goals
- Strategic Plan
- Participation
- Results

11. What to Avoid

- Unclear goals
- No input
- No implementation
- No measurement

12. Operational tactics

- Decisive action
- Strategic statement
- Tactical action

13. Summary