

#DIRTYHIPPIE









CHANGE MANAGEMENT

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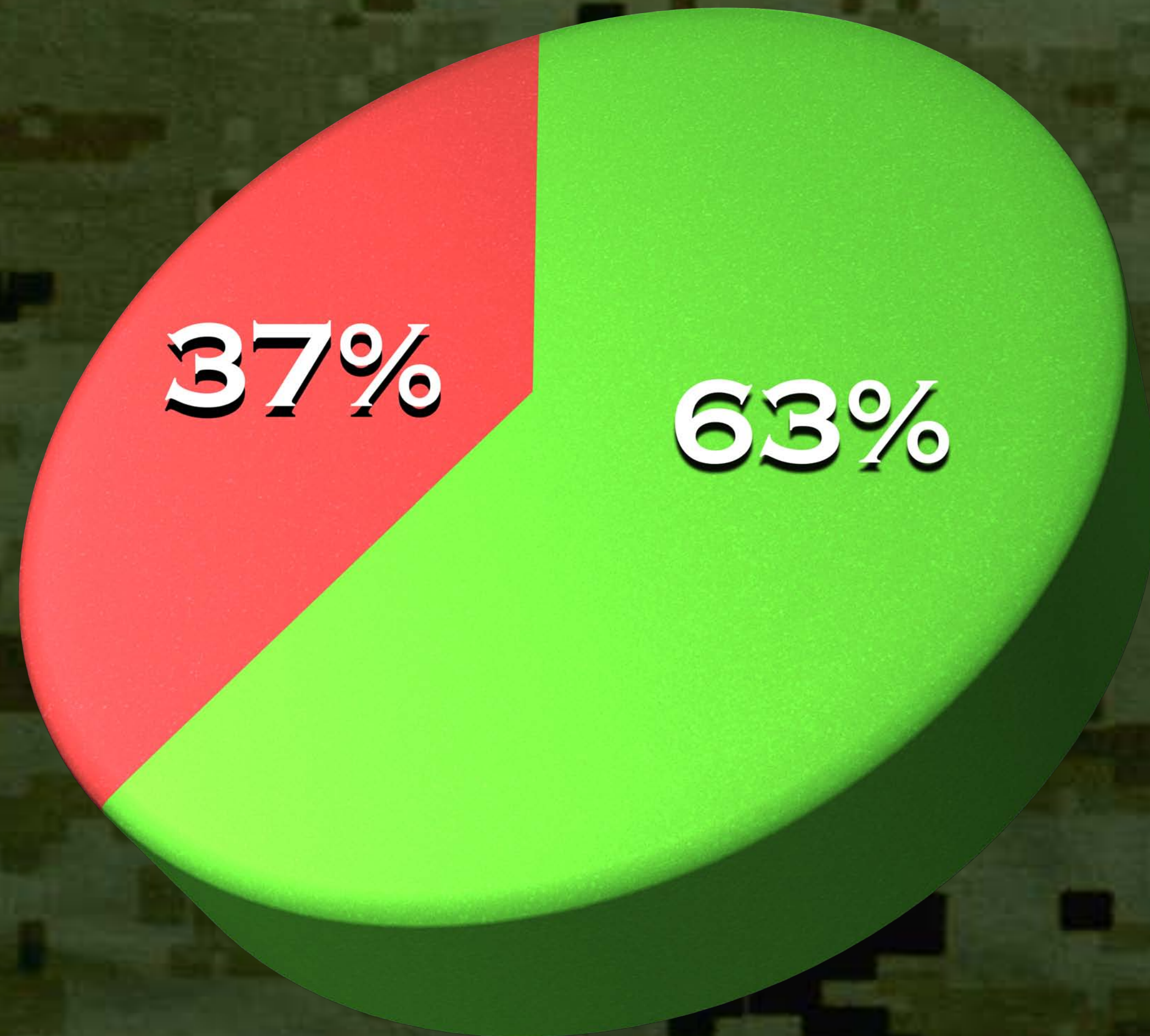


CHANGE MANAGEMENT



CHANGE MANAGEMENT

COST OF POOR CHANGE MANAGEMENT



PLAN



PERFORM

PLAN



PERFORM

PLAN

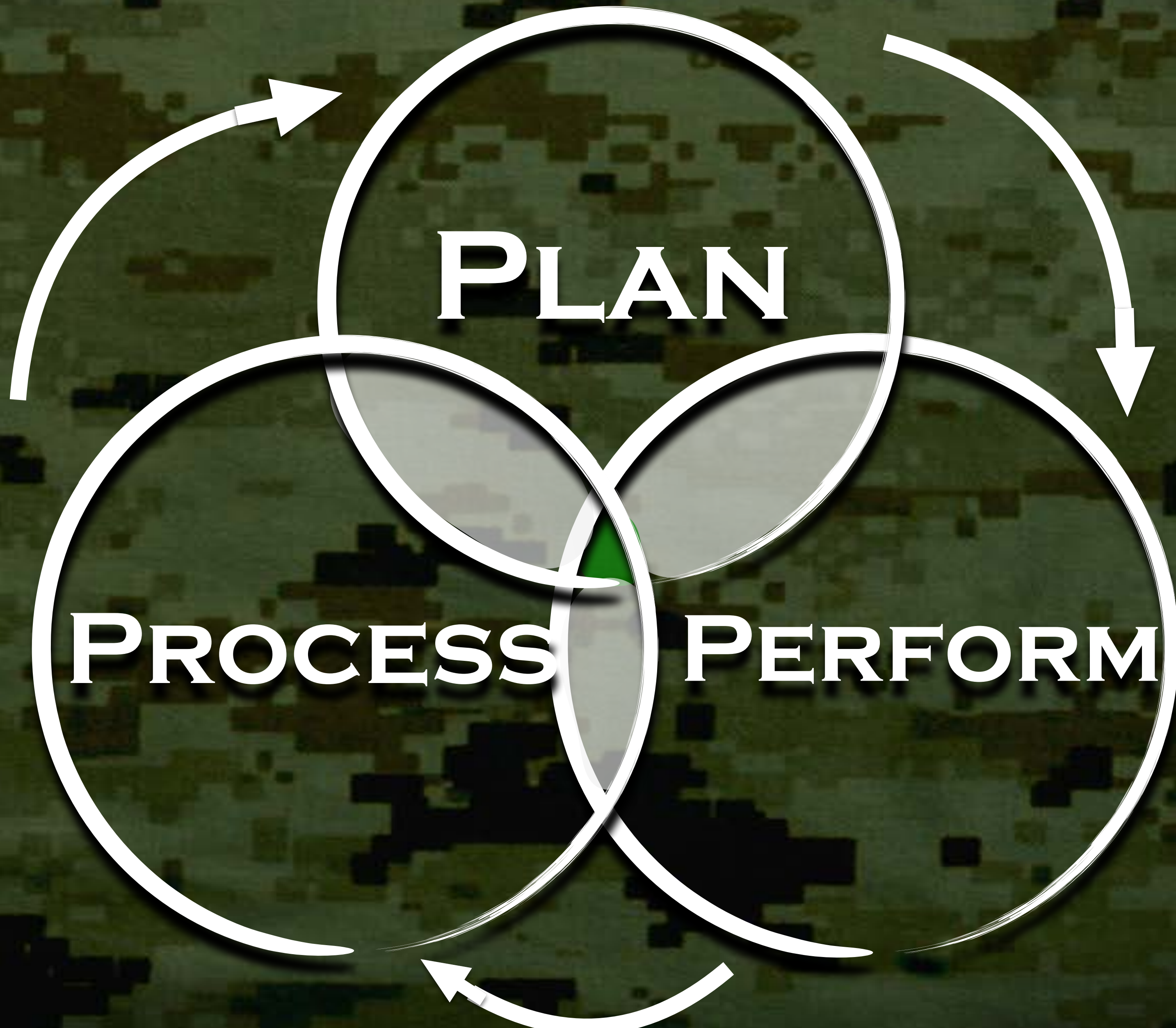


PERFORM

PLAN



PERFORM



PLAN

PROCESS

PERFORM

PLAN

1. DEFINE THE OBJECTIVE

PLAN

1. DEFINE THE OBJECTIVE



PLAN

1. DEFINE THE OBJECTIVE

~~OUT-SERVICE COMPETITION~~

~~BY APRIL 1, TAKE ACCOUNTS FROM COMPETITORS~~

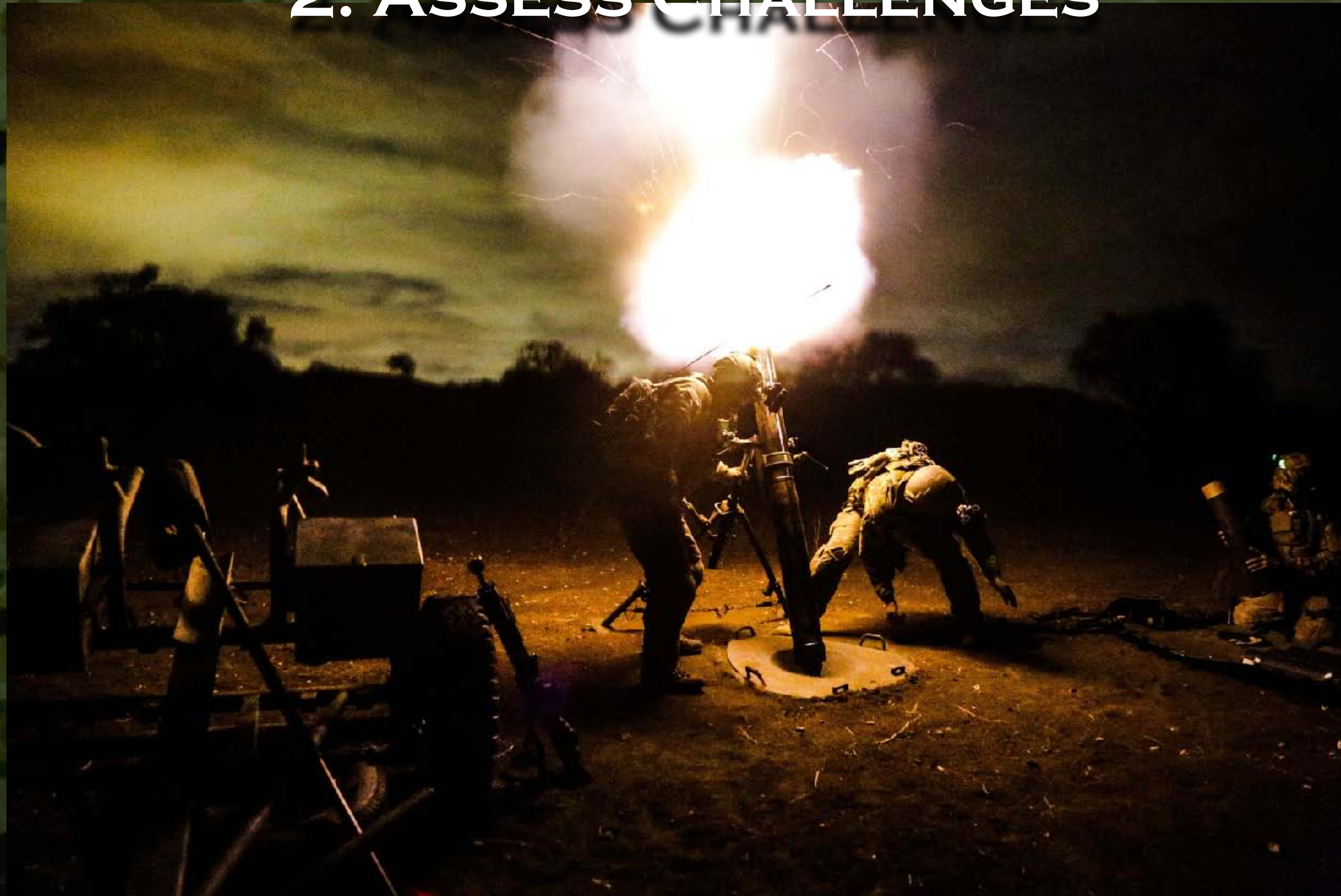
BY APRIL 1, DEVELOP QUESTIONS TO DISCOVER PROSPECTS'
PROBLEMS WITH CURRENT SUPPLIERS TO OUT-SERVICE
COMPETITION

PLAN

1. DEFINE THE OBJECTIVE
2. ASSESS CHALLENGES

PLAN

2. ASSESS CHALLENGES

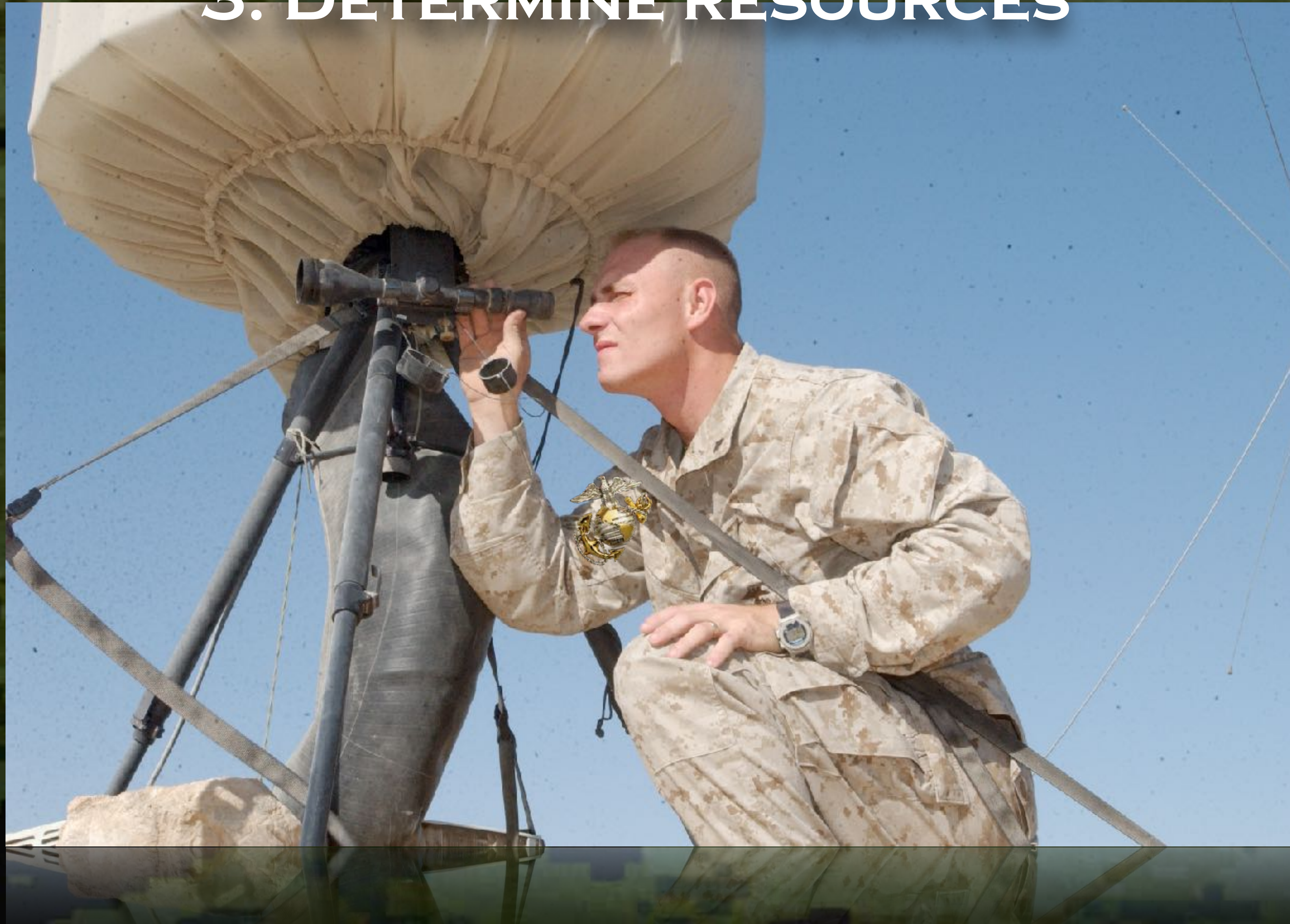


PLAN

1. DEFINE THE OBJECTIVE
2. ASSESS CHALLENGES
3. DETERMINE RESOURCES

PLAN

3. DETERMINE RESOURCES



PLAN

3. DETERMINE RESOURCES

STEAL

PLAN

3. DETERMINE RESOURCES

STRATEGICALLY

TAKE

EQUIPMENT TO

ALTERNATE

LOCATIONS

PLAN

- 1. DEFINE THE OBJECTIVE**
- 2. ASSESS CHALLENGES**
- 3. DETERMINE RESOURCES**
- 4. LESSONS LEARNED**
- 5. COURSE OF ACTION**

PLAN

5. COURSE OF ACTION



PLAN

5. COURSE OF ACTION

BY (DATE), (PERSON) WILL (ACCOMPLISH TASK), (HOW WILL WE KNOW IT'S BEEN DONE?)

BY APRIL 1, SUSAN WILL CREATE 20 QUESTIONS TO ASK PROSPECTS ABOUT THEIR CURRENT SUPPLIER AND EMAIL THEM TO THE SALES TEAM.

PLAN

1. DEFINE THE OBJECTIVE

2. ASSESS CHALLENGES

3. DETERMINE RESOURCES

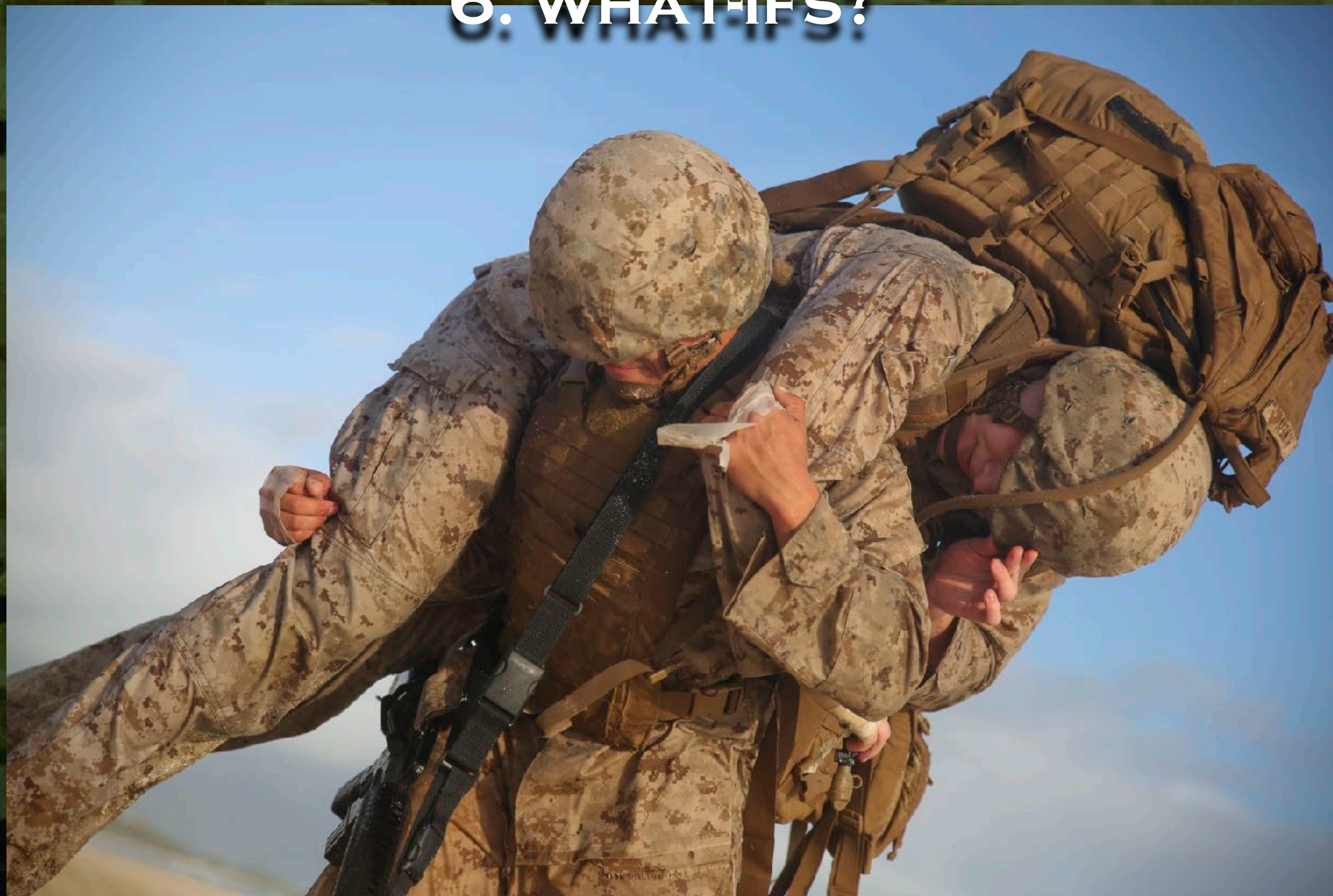
4. LESSONS LEARNED

5. COURSE OF ACTION

6. WHAT-IFS?

PLAN

6. WHAT-IFS?





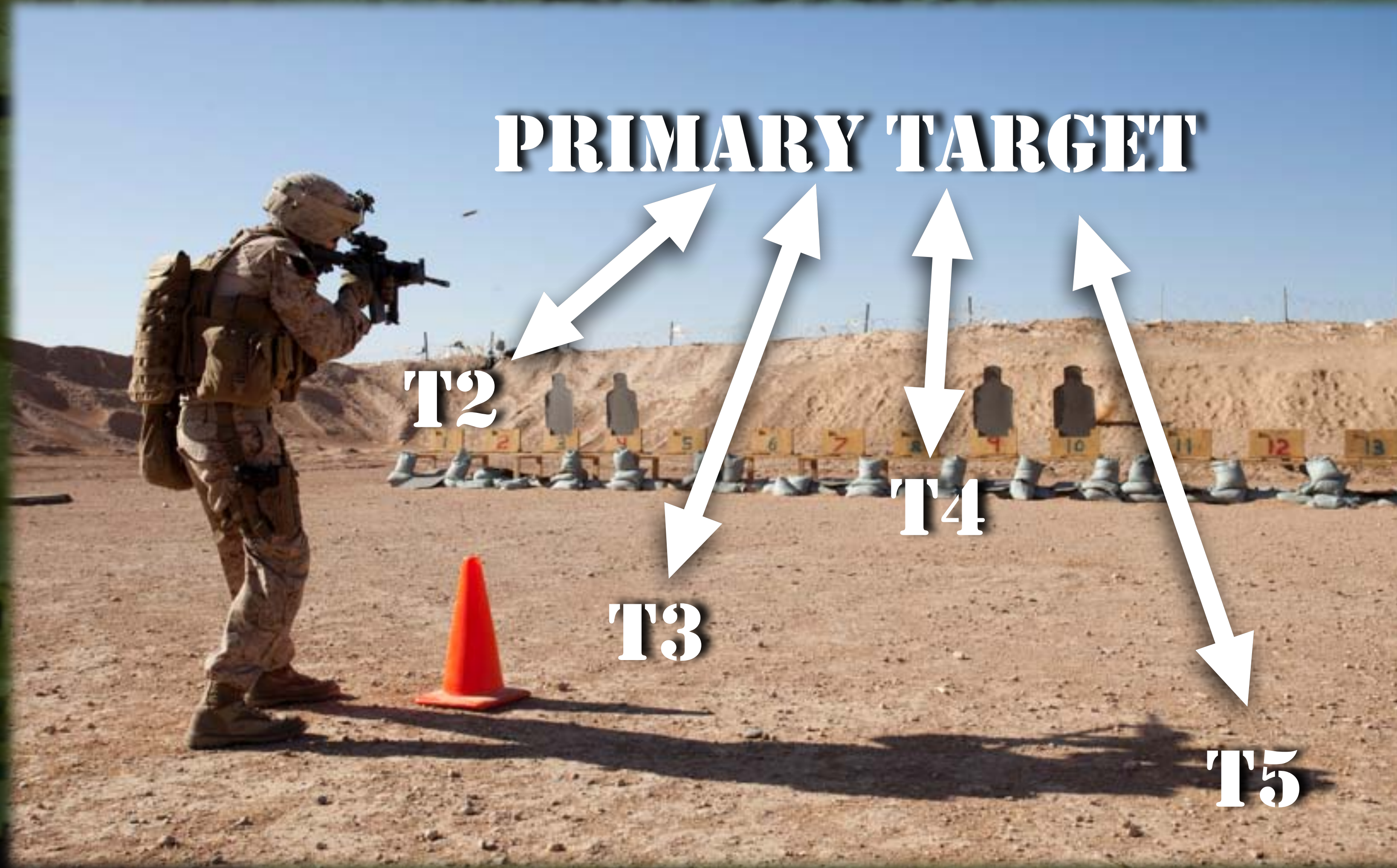
PLAN

PROCESS

PERFORM

PERFORM

PRIMARY TARGET



PERFORM



SELLING

PROSPECTING

CONFIRMING

PRICING

**NETWORKING W/
CLIENT'S ORG.**

**DISCOVERING
NEW NEEDS**



PLAN

PROCESS

PERFORM

PROCESS



PROCESS



PROCESS



PROCESS



PROCESS

SHOSHIN CONSULTING

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PLAN

PROCESS

PERFORM





IF YOU ONLY REMEMBER 2 THINGS:

**-BUILD AFTER-ACTION MEETINGS INTO
YOUR SCHEDULE**

**- CHANGE CAN MANAGE YOU, OR YOU
CAN MANAGE CHANGE.**

**WHEN YOU GET BACK TO YOUR OFFICE,
THE 2 THINGS YOU SHOULD DO ARE:**

**- DOWNLOAD THE CUSTOM E-BOOK FROM
SHOSHINCONSULTING.COM**

**- SET OBJECTIVES FOR YOUR BUSINESS
AND PUT AN AFTER-ACTION DATE ON
THE CALENDAR FOR EACH.**