

What will it take to launch _____ in the coming year?

20 min

WHERE ARE WE GOING? What does victory look like?	CHARACTERISTICS What would people see? How would they feel? How would their lives be different?	INDICATORS OF SUCCESS How will we know when we've arrived?

Uncover Hidden Assets

15 min

What assets is each person willing to share? Focus your conversation not so much on what you do, but on resources you are willing to share with a new network (e.g., physical assets, skills and knowledge assets, social/network assets, capital assets.)

PERSON	ASSET(S)

Define a SMART Project with Guideposts

20 min

Your SMART moves you toward your outcome. Guideposts are key steps that are critical to your success; defining these will help you stay on your path. By ___ we will ___ so that ___

SMART Project	GUIDE POSTS	BY WHEN
Specific, Measurable, Achievable, Relevant, Timebound		

Checklist for a good Pathfinder Project:

- It will engage all the people around the table
- You don't need permission to carry it out
- It will be completed within ~ 3 to 6 months (90-180 days)
- It will serve as a vehicle to attract others and "create a buzz"
- It will help the participants test some key assumptions
- It will have a clear endpoint for a "go/no go" decision

Draft a short term Action Plan with everyone taking a small step

10 min

An Action Plan includes what each of you will do in the next 30 days. The more clearly you understand where you want to go, the more clearly you can see your next steps.

WHO	WHAT WILL BE DONE	DELIVERABLE	BY WHEN

Set a 30/30 meeting to review progress and make adjustments

5 min

Maintaining alignment is a dynamic process requiring continuous, but not constant, attention and communication. What has been done in the last 30 days? What needs to happen in the next 30?

FOLLOW-UP MEETING & COMMUNICATIONS		
DATE		How we'll share information:
TIME		
PLACE		
NUDGE		
CONTACT INFO & WHO ELSE		

Summarize your plan

5 min.

Having your strategy on one page can help you see the big picture and communicate it with others.
Summarize your strategy to prepare to share your information in a larger format.

Where are we going?	
INDICATORS How will we know when we've arrived?	1. 2. 3.
SMART Project How will we get there?	
GUIDEPOSTS How will we know we're not lost?	1. 2. 3.
ACTION PLAN What steps will we take starting next week?	1. 2. 3.