

FOCUS ON WHAT MATTERS

Focusing on WHAT matters is an opportunity to take stock of the work you are spending time on and how it is serving you. Consider the prior and the following month or quarter (whichever best suits your business). Make a list of up to ten programs, projects, efforts, or buckets of activities that take up time for you and your team. Then rate them in terms of time and type in the chart below.

On the second page, take some time to think about what the ideal mix of time and type is for your business or team. Then go back to page one and determine the actual mix you are experiencing. Talk with your team about three actions you could take together to get closer to the ideal mix.

To finalize the worksheet, reconsider your top ten based on the actions you need to take. How would you change what you are doing with each of them?

Make a list of the things
that matter most



TIMING				TYPE				
NEAR	MID	FAR	REALLY FAR	FIRE FIGHTING	REVENUE GENERATING	COST CONTROL	STRATEGIC INVESTMENT	OTHER
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TIMING MIX

	IDEAL	ACTUAL
NEAR	<input type="text"/>	<input type="text"/>
MID	<input type="text"/>	<input type="text"/>
FAR	<input type="text"/>	<input type="text"/>
REALLY FAR	<input type="text"/>	<input type="text"/>
	100%	100%

TYPE MIX

	IDEAL	ACTUAL
FIRE FIGHTING		
REVENUE GENERATING		
COST CONTROL		
STRATEGIC INVESTMENT		
OTHER		
	100%	100%

What 3 actions could you take to get closer to your ideal mix?

What needs to change on your top 10?

[illegible]

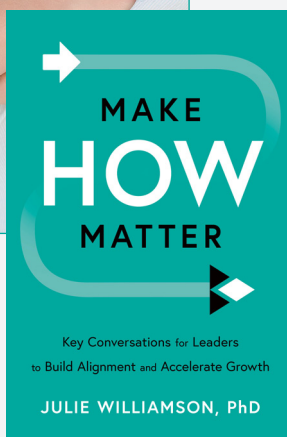
Talk with Julie today about moving from agreement to alignment on your most ambitious goals!

JULIE WILLIAMSON, PhD – Managing Partner at KARRIKINS GROUP



Julie believes in the power of conversation to build a shared understanding of often ambiguous concepts like mission, purpose, values, strategy, transformation, and innovation (to name a few). And she knows that leaders are often not taught how to create the space for quality conversations **across** the business as they move into enterprise leadership roles. She wrote **Make HOW Matter** to be a leader's guide to aligning their teams and delivering together.

Julie is a seasoned speaker who can bring energy and focus to your team as you lean into the work of making HOW matter. If you are interested in booking her for a keynote or talking with her about a workshop for your team, reach out at www.makehowmatter.com/julie and say hello.



MAKE HOW MATTER is full of resources, tools, and frameworks for getting teams aligned to deliver together. You can purchase copies on Amazon, in bulk through Porchlight Books, and on Audible as well as other e-book and audio book platforms. All of the worksheets referenced in the book can be found at www.makehowmatter.com/worksheets. If you'd like a workbook of all the resources that you can print for yourself, fill out the form on the webpage to request one.

KARRIKINS
GROUP

MAKE
HOW
MATTER



The most inspired WHY
and the most ambitious WHAT
will fail without an aligned HOW

We've observed that:

- Misaligned leaders contribute to sub-par transformations, declining growth, and inefficient investments
- Aligned leaders accelerate strategic success and exceed growth goals
- Enduring value creation in companies comes from aligned leadership teams

hello

Ready to have a MAKE HOW MATTER conversation with your team? We can help. Fill out our contact form or book a meeting at www.makeHOWmatter.com