

70% OF BUSINESS PLANS FAIL

HOW TO IMPROVE PLANNING, EXECUTION, & GAIN EMPLOYEE BUY-IN TO BEAT THE ODDS

Business plans are often unrealistic. Or they are often created in isolation. Or too little time is spent communicating throughout the organization how each person contributes to the overall goal(s) of the company. And even those plans that are well built have the challenge of managers and employees being able to competently execute them. All of these factors and others lead to the fact that 70% of businesses fail to meet their annual operating plans.

To understand how to achieve your annual business plans, you need to analyze three concepts:



Create a Realistic Execution Plan

Most plans are made at a high level from the top down, with little understanding as to where the underlying opportunities for improvement in a business reside.



Getting Employees Buy-In and Alignment

Once the areas of opportunity are understood, buy in throughout the organization needs to be achieved for the Business Plan to succeed. This is often cited as a critical ingredient to success, but often not done well.



Instill Accountability and Disciplined Execution

Once you know where you are going and how you are going to get there, an ongoing level of healthy accountability needs to be created to drive the business forward. Learn how small, intentional actions when running meetings, being more intentional with leaders timing and messaging of communication and using improved management tools can make this happen.