



Help Your Clients Achieve & Sustain Success

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- I. Introduction
- II. Your Case History
- III. Presentation
 - a. Achieve & Sustain Success
 - b. Optimally Performing Organizations
 - c. Making Optimal Decisions
 - d. The Problem Resolution Process
 - e. Steps of the Problem Resolution Process
 - f. Applying the Problem Resolution Process
- IV. Q&A
- V. Applying the Process of Optimization in Your Own Organization

Handouts

- Your Case History form

Available for download following Confab

- Handouts of PowerPoint slides



Your Case History

Think of a recent “successful” client consulting project.

Name of the assignment:
Date / timeframe when the project took place:
Title of the person to whom you reported:
What was the key issue – or issues – you were asked to resolve?
What was the scope of the assignment?
What were the key accomplishments?

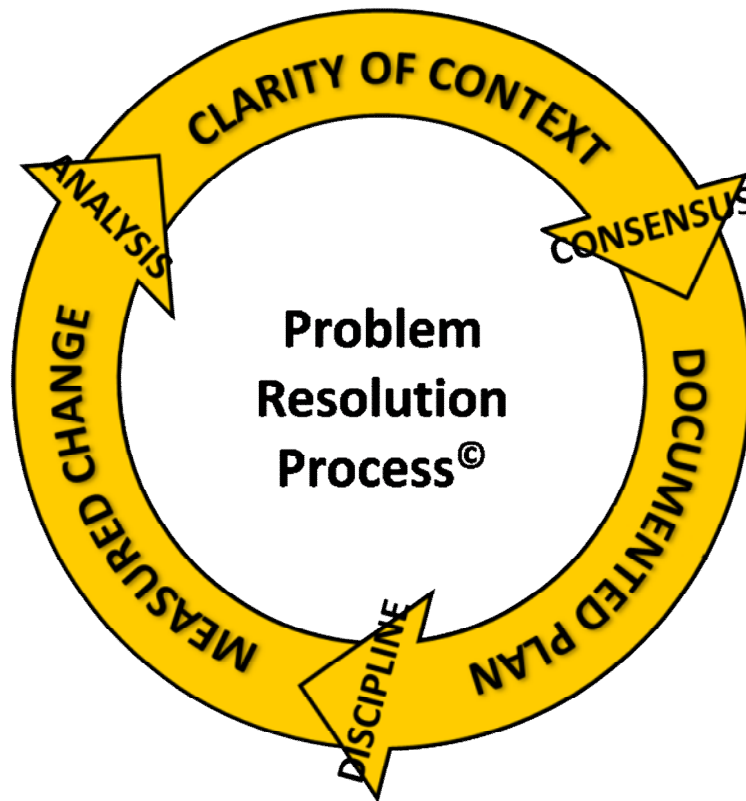
Answer the following questions about the consulting project you described above.

1. What did you discover during the project that you hadn't foreseen when you started?
2. Were all the players on board when you started?
3. How was the scope of your project aligned with their corporate goals?
4. What key performance indicators were set up at the beginning, and how close were you to your targets?
5. How did you document your project?

6. How well did all the people involved accomplish their tasks and how close to schedule?

7. How did you manage the changes that occurred?

8. What did you learn from the project?



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