



Dan Barnett

Make or Break Execution

TEC
The Executive Connection



Dan Barnett – The Primavera Company

Make or Break Execution®

The Core of Success

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Chair Excellence Award

Vistage International 2015

The 500 Club

Vistage International 2014

Overseas Speaker of the Year

TEC Australia 2011- 2012

Fast Track Speaker of the Year

Vistage International 2010

U. S. Speaker of the Year

TEC Canada 2009



Dan Barnett – The Primavera Company

Running of the Squirrels

Successful Leaders

- No vision too distant
- No detail too small

Every Company has a “Make or Break”

- The best leaders drive the “Make or Break”
- At the detail level

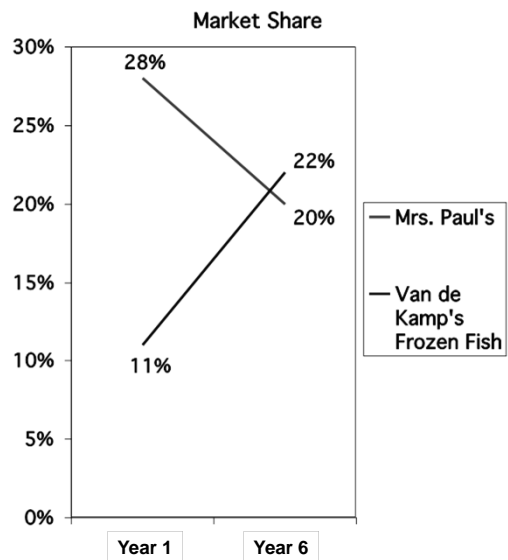
Make or Break

The one thing that must be done extraordinarily well to achieve your vision

Make or Break

Pillsbury
Van de Kamp's

Freshness



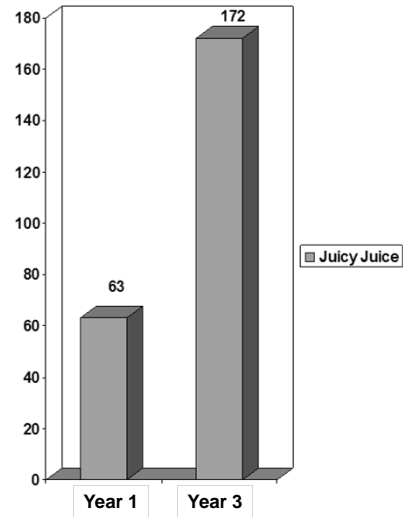


Make or Break

Nestle`
Juicy Juice

Distribution

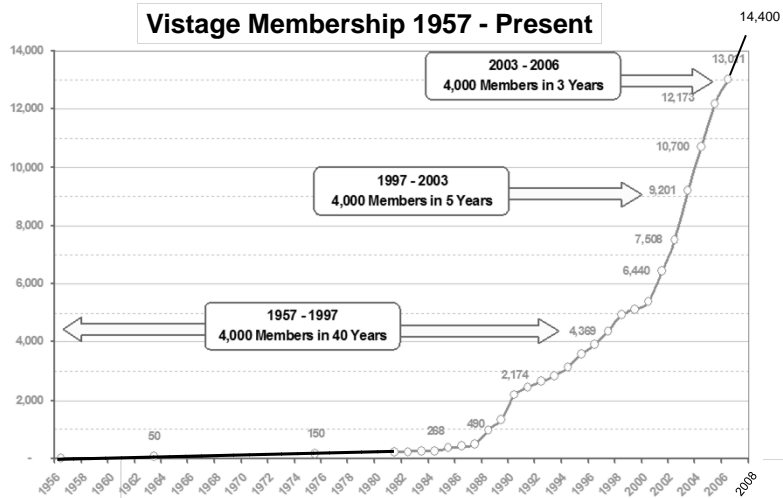
Sales (Millions)



Make or Break

Vistage: Membership Growth

Vistage Membership 1957 - Present





What is Your Make or Break?

Name/Company: _____

Vision: _____

Make or Break (The one thing that must be done extraordinarily well to achieve your Vision)






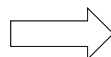
“Weak leadership will destroy the finest strategy – while forceful execution of even a poor strategy can often bring victory.”

Sun Tzu 400 BC

“Poor execution
will eat good strategy for Lunch
every day.”



Achieving Extraordinary Execution

<u>Action</u>		<u>Results</u>
Leadership Role		Clarity & Action
Develop Value Chain		Predictable Results
Weekly FF Dashboard		Performance Management
Rapid Action Team		Fresh Ideas/Innovation



Make or Break Leadership

Steve Jobs
Apple: Design

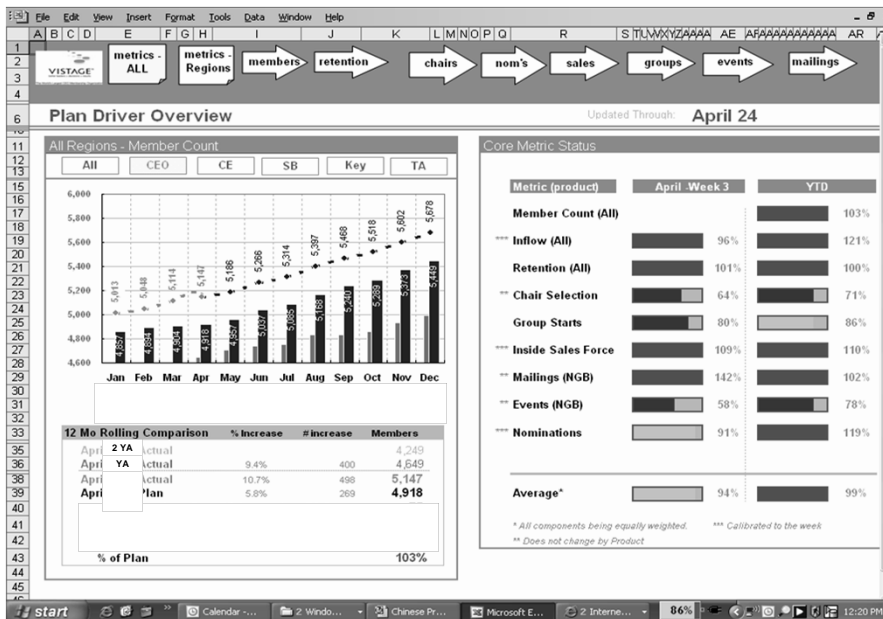


Extraordinary Execution

Lead the “Make or Break” yourself

■ The Value Chain Concept

- Action creates results
- Value Chain is a series of actions that create value
- Activities are leading indicators of results
- **Activities look forward**
- **P&Ls look backward**





Build Your Value Chain

Name: _____

Company: _____

Make or Break: _____

List activities that “cause” your “Make or Break” to happen.

(list 3 – 5)

1. _____

2. _____

3. _____

4. _____

5. _____



Extraordinary Execution: The Detail Level

■ Forward Facing Dashboard for “Make or Break”

- Empower Staff
- Accountability
- Clear Expectations

■ Rapid Action Team

- Hand on the tiller – immediate course correction
- Fresh perspective
- Innovative problem solving



Forward Facing Dashboard Meeting

■ Concept

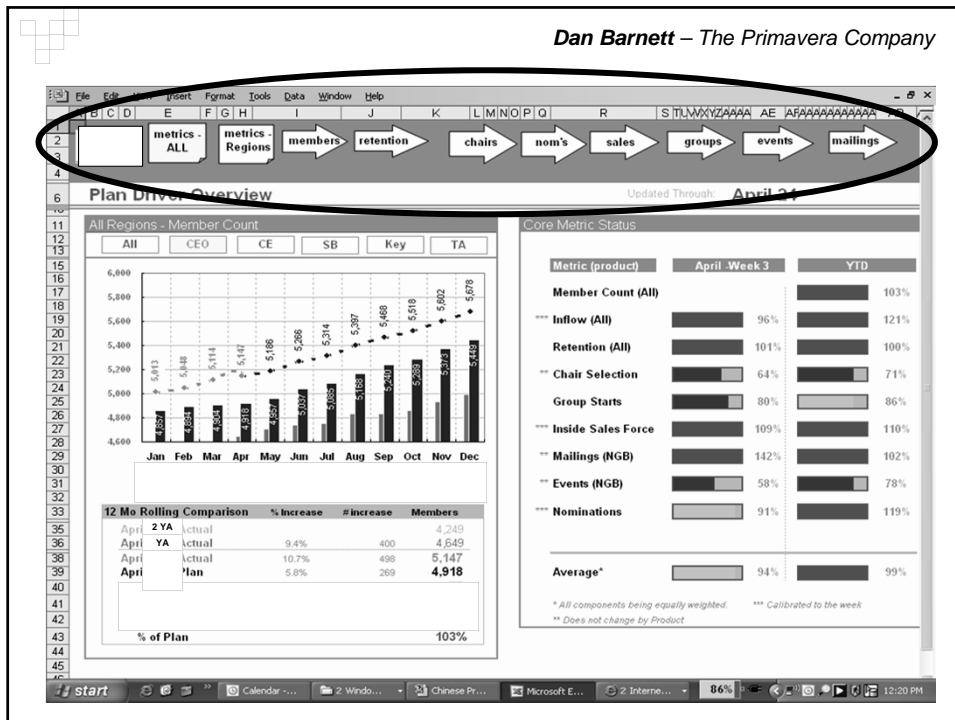
- 2% off course can become 20% off course if you do not act
 - Weekly meeting
- Hold people accountable
 - **Top leadership attends** the meeting plus key staff
 - **People report** on their area of responsibility
- 30 minutes
 - Start and stop on time
 - **No Issue processing**



Rapid Action Team

■ Concept: Immediate Course Correction

- Right after Forward Facing Dashboard Meeting
- 30 minutes or less
- Innovation Every Week
 - Emphasis on fresh thinking
 - **Action required by next meeting**



Dashboard Resources

- Basic:
 - <http://Kpilibrary.com> This website contains libraries of ready to use templates. Many are Excel Based.
 - <http://chandoo.org/wp/excel-dashboards/> This will explain how to make dashboards using excel
 - <http://exceldashboardschool.com/excel-kpi-dashboard/excel-kpi-dashboard-gauge/> --- A slew of dashboard templates for Excel Intermediates.
- Mid-Level:
 - <http://goo.gl/5kNT8g> On Strategy. Affordable template that ties to a Value Chain.
 - <http://www.freeexceldashboards.com/> More templates, but very specific. You need to tweak to your industry.
 - https://www.youtube.com/watch?v=u_muOY0Zt48 Great video on using Excel Based program.
 - <http://www.mrdashboard.com/products.html> -- This is a website all about dashboards, however you must download a software engine that powers Excel. Kind of complex, but wizards help. These aren't free.
- Top Level:
 - www.klipfolio.com This is a paid subscription. This is a powerful tool using its own platform to create wonderful graphics and dashboards with data import functionality.
 - <http://www.idashboards.com/> Same as above, with less skills needed to prepare powerful dashboards.
 - www.domo.com Hands down the best application for robust data analysis. This is quite expensive, with each plan being personalized to the individual needs of the company or user.



No vision too distant – no detail too small

■ Know the “Make or Break” for your Vision

- Lead “make or break” performance yourself
- At the detail level

■ Extraordinary Execution

- Value Chain Concept
- Weekly Forward Facing Dashboard Meeting
- Rapid Action Team