

Our Guest this week:

“You need to have the right people to execute on the right things and need to make sure that they are completely aligned to your objectives and to your vision”

Lucas Lans

Managing Director
at Galt Assest
Management



MINDSET

- You will always have challenges and opportunities as an entrepreneur
- Have a clear vision
- Empower your team
- Use historical leaders as role models
- Be purpose driven
- Be open to feedback as a leader



ACTIONS

- Bring trust to the team through having a mission
- Select the right people to communicate your long term vision
- Ask your team members about their superpowers
- Institute more meetings but shorter
- Use tech tools
- Schedule feedback sessions
- Have strategic feedback sessions that are safe

“Give people opportunities to gain your trust, opportunities step up to those situations. And it starts with quick wins”

Practical tool courtesy of:

Missy Stagers

M. Stagers
Realty Partners



Business Planning Workbook



KEY TO SUCCESS

- Have a structured approach.
- Keep it Simple.
- Know your Numbers and break them down.
- Define the actions/activity that deliver the outcomes/numbers.
- Define your action items and sprints.
- Schedule time and set your intentions.
- Review progress weekly.
- Work on priorities and projects not just your day-to-day job.
- Look at your individual team members plans, not just the business.

“Don’t just break down your goals into smaller goals, create the action plan that gets you there...”