

Q2 PLANNING MEETING

Michelle Myers

All quotes are from Michelle Myers unless otherwise noted.

Truth to Guide Me:

Genesis 33: 13-14

When we move at a fast pace, we get blinded by the possible perks. We forget that pushing too hard comes at a cost.

It's ok if someone goes ahead of you.

Fast is not the only pace to lead.

Matthew 25:21

Finish faithfully, not first.

Aim at doing the work, stewarding the calling, the people, not the paycheck/money/exceeding someone else's pace.

Planting and watering is what we were called to do.

1 Corinthians 3:6

Factor in the weakest ones that you lead.

Someone else getting their first will not prevent what God will do through you.

God is bigger than your ability.

Pace is key when planning.

#1: Define what leading too fast will cost you.

#2: How do you speak of those who are ahead of you?

#3: Do you pray more frequently for more workers or more work?

#4: Are you more focused on planting/watering or growth?

#5: How well are you leading the weakest ones God has entrusted to you?

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Evaluation Questions:

What problems do I need to fix? (it's broken)

Don't waste time on problems you can't solve.

- repeat offenders: happens often and frustrates you
- relationships: don't mess around with anything that competes with unity
- root: have you written anything down that's really a symptom of a deeper issue?

What areas need improvement? (not broken but could be better)

- what could be more efficient? more effective?
- what expectation could be clarified better?
- do you keep getting the same question? (means people are interested, but communication could improve)

What's going really well that I should keep and/or grow?

- what is working well?
- since that works, what else may work that is related or similar?
- what do my most bought in clients need next?

How am I growing as a leader?

(If you're not sure what motivates you, figure out what destroys your motivation. The opposite (though often under the surface) reveals our real motives)

- are your motives maturing?
- are your habits healthy?
- is your joy evident?
- is the gap getting smaller between truth + love?
- are you getting better at overlooking offenses?

What wise decisions did I make last quarter?

- it's important to know why something works → sometimes the HOW can "break" but the WHY usually doesn't
- if you know the why, you can solve the how. I may mean we → who deserves your gratitude?

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What lessons did I learn from failure last quarter?

- what mistakes did you make?
- what led to making that mistake?
- how can you avoid a similar mistake in the future?
- have you effectively apologized/sought forgiveness?
- what lesson did you learn?

how would my industry be impacted if I left?

- you don't have to be "known" to make an impact
- who are you encouraging?
- what's happening behind-the-scenes?
- comes back to SERVING - this is not about YOUR impact but your IMPACT
- remove self-importance

SWAT:

Strengths:

- product/service
- person
- system
- schedule
- strategy
- partnership
- collaboration
- communication
- onboarding
- retention
- testimonials/reviews

Weaknesses:

- what is outperforming/what is underperforming?
- what excites you? what frustrates you?
- what is running smoother than ever? what takes longer than it should?
- who is contributing at a high level? is there a skill/teammate missing?

Opportunities:

- do you have the margin for more?
- "Do not let yourself define margin like the world does."
- where is there potential to grow that you haven't explored yet?

Threats:

- where are you... distracted? discouraged? bored/burned out? isolated?
- what could disrupt what is working currently?
- what threats exist that are disguised as opportunities?

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GOALS:

what three things on the SWAT analysis are most important to address?

1. underline them
2. number them in order of importance
3. make them your top 3 goals to address

Break each goal down into the smaller steps that will lead up to

Innovation:

What do your customers/co-workers need? How can you meet it?

The simplest path forward is found through listening + meeting needs.

You don't have to pivot, you just have to listen and care.

If "planning" stresses you out, you might be doing too much talking + putting unnecessary pressure on yourself.

If you have ears and empathy, you can innovate!

Listen —> Care —> Meet Their Needs

Monthly Goals:

Tasks: what must be done first?

Systems: how will it get done + who will do what?

Dreams with deadlines: when is it due?

Innovation Implementation:

Adding sometimes means stopping something else.

Accessing information does not equal inquiring information.

What's new/available this month for my team/employees:

- what do they need?
- why do they need it?
- how will they get it?
- how will they know about it?
- when will they get it?
- how will you support them?
- how will you know if it's working?

What's new/available this month for my customers:

- repeat those questions

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What's new/available this month for me:

- what do you need? (NEED, not want)
- how will you get it?
- when will you do it?
- why do you need it?
- who will you tell + who will hold you accountable?

Personal Development:

*Due to copyright laws, we cannot post the pyramid in our notes. Please click on the link below to see Brett's Wisdom Pyramid

The Wisdom Pyramid by Brett McCracken

<https://www.brettmccracken.com/blog/2017/8/3/the-wisdom-pyramid>

Profit & Loss:

Don't follow it, but be aware of it!

When money becomes the pursuit, it causes problems.

What trends did I see last month among customer activity?

- untying unusual is worth a look into

How should last month's trends affect this month's marketing strategy?

- inventory: excess or low quantities?
- testimonials to share
- don't forget expenses

One Thing That Scares Me (makes me nervous excited)

- Sabbath on Friday
- does not have to be a step in the expected direction

Planned Wow:

- wow = exceeding their expectations
- creates curiosity
- deepens relationships
- mimics how God deals with us

Schedule Work Hours:

Leave room for margin!

Be intentional at home.

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Sabbath - not as much about your rest as it is about your worship.

Prayer List:

- take a prayer walk
- habit stacking
- pray doing other tasks (driving somewhere, folding clothes)
- God's answers - journal of God's faithfulness

Commitment to Clients: (retention strategy)

Give your best effort to those who have already said "yes."

Listen:

- initiate getting feedback
- this requires you to be available and accessible
- evaluate your communication channels

Learn:

- what is working for them?
- what is not working?
- who is showing up?

Invest:

- how do you show your gratitude?
- how do they feel valued?
- how do they feel supported?

Nurture:

- what do you do to stay in touch?
- social media does not count, everyone has access to that

Spontaneous Wow

Holy Spirt > Systems

Content Strategy:

Beyond social media — who are you talking to and where are you talking to them?

- emails
- blogs
- videos
- trainings
- personal notes

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Team Wow

Lead - even if you're not in charge.

Be proactive in loving them.

Promote Someone Else

Even if your work is attached to a Kingdom cause — if you're never ambitious for what God is doing through someone else, that is selfish ambition.

Daily Goals

3 things I am grateful for:

- if you don't remind yourself of what you have, you'll default to dwelling on what you don't have.

Serve One:

If you put the channels in place, one real interaction will trump

Do one thing you wish you could do for everyone:

- if you do this, your social media numbers won't bother you.

How did you make a current client feel valued and supported?

- because it's not a number that will satisfy you

Proverbs 31:28 Test — Not to induce guilt, but to induce perspective to make sure we are doing what matters.