

How Can You Plan to Win Between “Go” and “Kick-off”

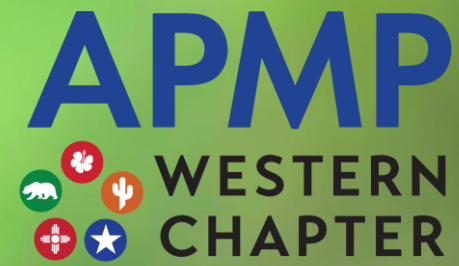
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“Team Building in a Virtual Environment”

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- ★ The Power You Have between “Go” and “Kick-off”
- ★ Proposal => People Planning/Management/Delivery
- ★ Environmental Indicator

**ME HAVING TO WAIT FOR THE NEW
ROLLER COASTER RIDE**



makeameme.org

APMP
WESTERN
CHAPTER





Frog is here

Don't be sad



Things will be ok

Engage the FROG: A Planning Tool



FUNCTION
RELATIONSHIP
ORDER
GRACE

FUNCTION

- ★ Do I have all members of my team capable to deliver this response OTAB (On time, at budget)?
- ★ Do I have the capacity to deliver my best on this proposal (given other responsibilities at this time)?
- ★ Do I have confidence in the person/process responsible for completing the submission TBDBIDID?
- ★ Are the systems and people outside my team available and operational during this effort/sprint/leap?

RELATIONSHIP

- ★ Can my team work well together for this leap?
- ★ Can I secure necessary information and approvals to deliver this response OTAB?
- ★ Does our company/capture owner work closely with the customer?
- ★ Have I stored enough good favor for rapid support should a crisis arise during this leap?

ORDER

- ★ Does my team know enough about this request and our history to deliver a good proposal?
- ★ Do we have strong past performance to demonstrate capability and differentiate our proposal?
- ★ Does my team understand how this opportunity fits into a larger capture/business strategy?
- ★ Can my team use similar content from previous proposals to save time/effort on this leap?

GRACE

- ★ Can I give members of my team flexibility to work on this leap given other demands?
- ★ Can I manage the organizational pressure to sustain my team beyond this leap regardless of outcome?
- ★ Can I take care of myself and my team in the time we have to finish this leap?
- ★ Can I forgive myself if we lose?

OK. LET'S C.R.O.A.K.!

<https://vimeo.com/757028646>

Page	Directions
Front cover: <i>Commit to your plan.</i>	LEAP [Let's Excel At Proposals! – your conference plan] _____ (sign here) _____ (date)
Inside left: <i>Identify some FROG items to help you excel at conference or back at work</i>	Print name vertically on left side with words for each letter A sk to join Karen/Todd/other LinkedIn networks P ersevere M ingle at break-out P lan to use FROG matrix
Inside right: <i>Specify one goal to achieve then plan a step to achieve goal after returning to work</i>	Brief sentence on conference goal _____line across middle D: _____ (a future “Date”) D: _____ (what you will “Do” – “schedule mtg.”) D: _____ (proof of “Done”-document – “mtg. invite”)
Back cover: <i>Partner commits to offer support and keep you accountable.</i>	[] (draw a box with 2 additional lines below) _____ (partner signs here/can add sticker/kind words) _____ (date) (Arrange a day/time to follow-up after conference ends)





Let's Connect to Excel Together!



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