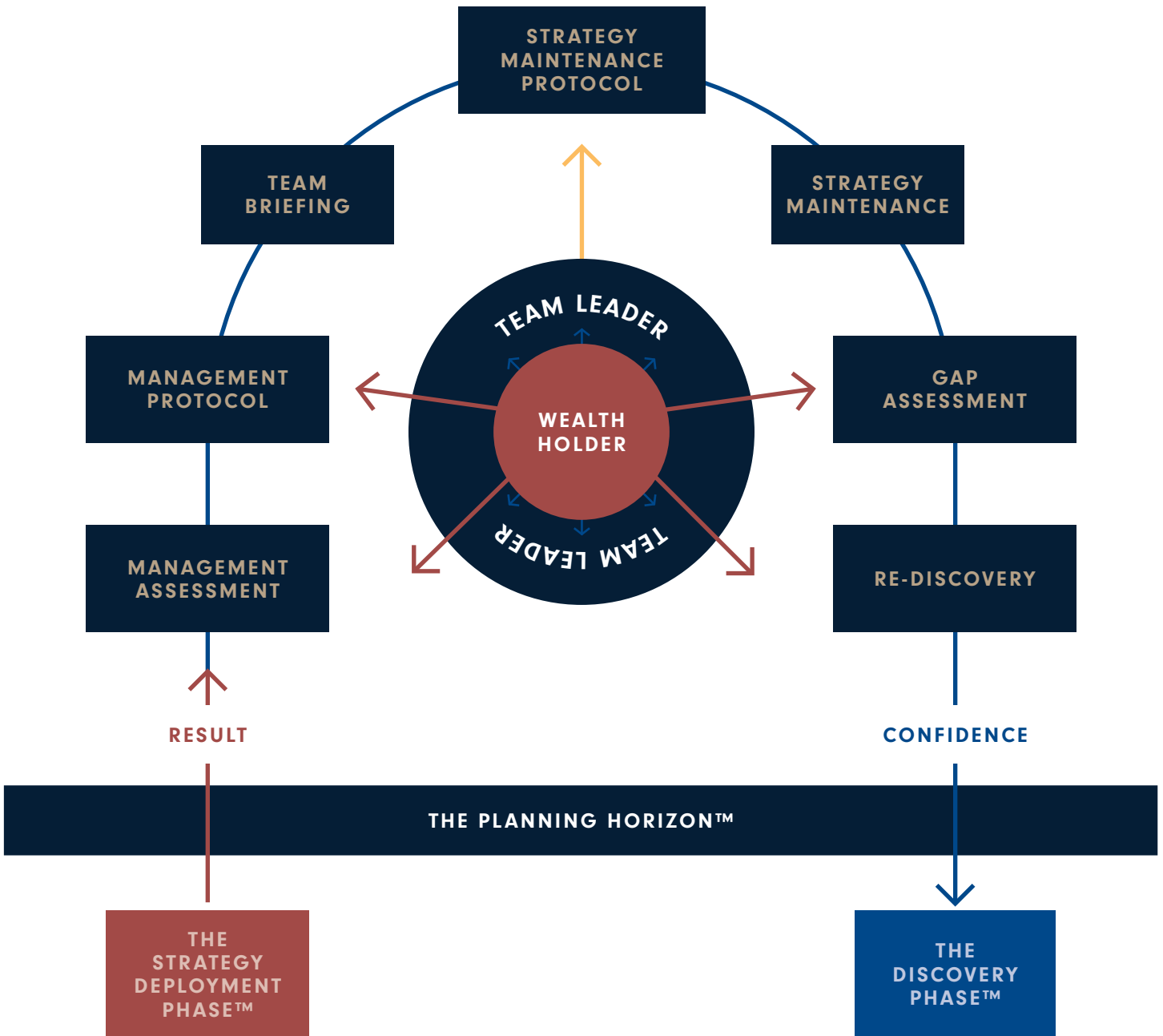
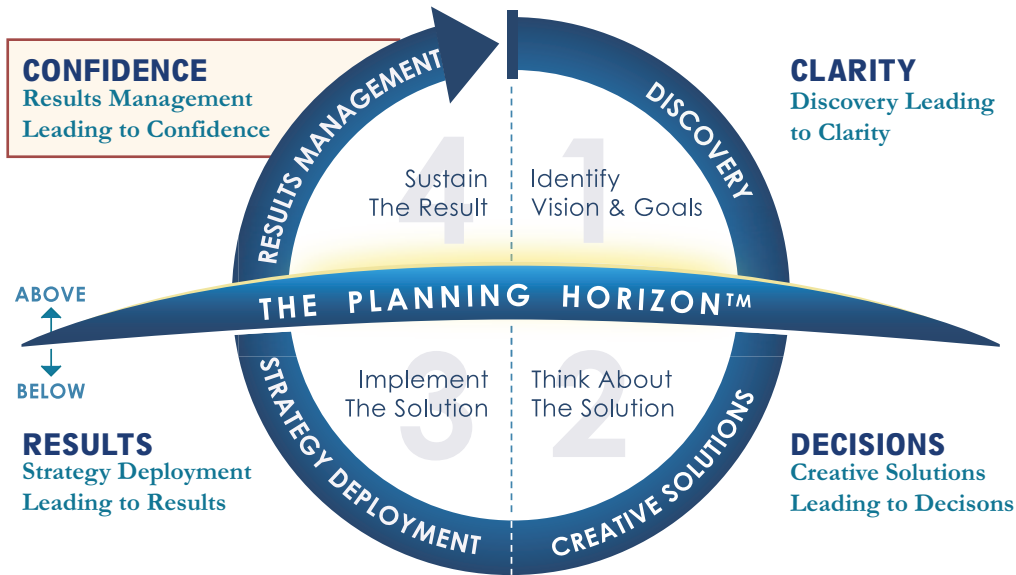


|                |                                      |      |
|----------------|--------------------------------------|------|
| CLIENT NAME(S) | <b>THE RESULTS MANAGEMENT PHASE™</b> | DATE |
|                |                                      |      |

MANAGEMENT



**VISION, VALUES & GOALS**  
WHAT matters and WHY it's important



**STRATEGIES, TACTICS & TOOLS**  
HOW, WHO & WHEN to solve it

**PREVIOUS PHASE:**

— THE STRATEGY DEPLOYMENT PHASE™ —  
TURNING DECISIONS INTO RESULTS

**THE RESULTS MANAGEMENT PHASE™**

Maximizing confidence by managing results.

**MANAGEMENT ASSESSMENT**

Reviews the current management protocol and assesses effectiveness.

**MANAGEMENT PROTOCOL**

Revises and updates management protocol as necessary to increase effectiveness.

**TEAM BRIEFING**

Briefs team regarding each implemented strategy and discusses results management issues.

**STRATEGY MAINTENANCE PROTOCOL**

Establishes and documents the Protocol for each strategy implemented.

**STRATEGY MAINTENANCE**

Implements The Strategy Maintenance Protocol for each strategy.

**GAP ASSESSMENT**

Reviews gaps that were not addressed in the previous planning cycle and identifies new gaps that have emerged since the last Discovery Phase™ was conducted.

**RE-DISCOVERY**

Re-discover to clarify changes in vision, values and goals or the current strategies in place to achieve them.

**NEXT PHASE:**

— THE DISCOVERY PHASE™ —  
INITIATING RE-DISCOVERY

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