

### **BEST PRACTICE TIPS TO GET TO NEW THINKING**

We are driven to find the best sources to help you improve your thinking, your process, and your results.



# EVERY MEETING IS A CHANCE TO GET TO NEW THINKING-WHETHER YOU ARE MEETING WITH 1 PERSON OR 30, THE THINKIT MEETING PLANNER WILL HELP YOU GET THE MOST OUT OF THE MOMENT

Get the right people in the room for content and decisions Plan the numbers. If everyone will talk make sure your agenda allows for that

prepareprovide readings or
homework ahead of time
to get people
into the subject

Choose the locationenvironment matters eg; A room with a view for expansive thinking Respect timegive people the agenda, plan breaks, and serve snacks :) It makes people happy

#### IN THE MOMENT -ADOPT FOUR SPECIFIC MINDSETS TO LEAD AND DRIVE A PURPOSEFUL CONVERSATION

#### OUTCOME SEEKER

Manage for outcomeknow what you are trying to accomplish and direct to that outcome.

Clarify with the team the purpose of the conversationare you exchanging information, making decisions, creating a plan?

Then plan and act accordingly.

### 2. FACT SEEKER

Start with what you know and dig deeper for more details. Confront different versions of the truth.

A team needs a common view of the facts to be able to solve a problem. A problem well understood, then defined, is easily solved.

## 3. FUTURE SEEKER

Once you know the facts, imagine a new future.
The easiest way to a fresh start in a conversation is to ask-What is success?

Explore all the definitions of what success could be - push beyond financial.

Follow up and ask the question in different ways - What could we make possible? What is our vision of the future? What is our audacious goal?

## 4. PATH SEEKER

Once people are focused on a common goal then you can generate ideas on how to accomplish the goal.

# Ask-How might we get there? What are all the ways we can tackle this?

How might we move this forward?

#### KEEP EVERYONE ON THE SAME PAGE AFTER THE MEETING WITH A STORY TELLING SUMMARY THAT CAPTURES WHAT> WHY >HOW

Where are we and why are we here?

situation analysis

Where do we want to go and why?

vision and outcomes

How might we get there?

strategies and tactics

How will we know we are there?

measurable objectives