



## Execution Support Business Rigor™ Series of Offerings

After completing Business Rigor™ Operations Planning, it is time to move forward. One of the most challenging times in a business planning process is transitioning from the planning phase to executing the plan. GAJ Services' Business Rigor Execution Support helps executives move into the implementation mode and focus on executing their plan. We do this through:

- Ongoing Execution Support
- Management Reviews

Although GAJ Services will always be available to help you through your execution challenges, our goal during Execution Support is to work our firm out of a job the rewarding way – by strengthening your internal competencies. During Execution Support, your organization designates a project leader, also known as an “Execution Driver.” This individual is responsible for tracking your organization’s progress against the major milestones, metrics and financials outlined in the operations plan. Your GAJ Services coach helps the Execution Driver quickly understand his or her new role. While coaching is available as needed, we also recommend at least a weekly session to make sure the process moves along.

Quarterly plan reviews are encouraged during Execution Support to ensure your company is on track against the operations plan. GAJ Services provides a format template for these meetings and coaches your organization through the initial meetings. In addition, quarterly team plan reviews are recommended for the Functional Owners and the sales team. Designating a specific time for management reviews minimizes potential disruptions during the quarter.

At this point, you and your team will have spent countless hours building, and following, your strategic growth roadmap. The next step is to make sure you are effectively reaching your target market. Business Rigor Market Entry, run in parallel with Execution Support, will help position your company in the marketplace. Market Entry will provide a menu of support services that will guide you through the phases needed successfully to position your company in the minds of customers and shareholders for revenue expansion and increased valuation.