

## What do we do to make it better?

### PLAN to Execute — Execute to PLAN

#### As Supply Chain Coaches, what do we do to help our clients?

The role of a coach is two fold:

**First**, you develop an individual training plan for the individual team member. This takes into account both the individual's skill set and their particular role and responsibilities on the team.

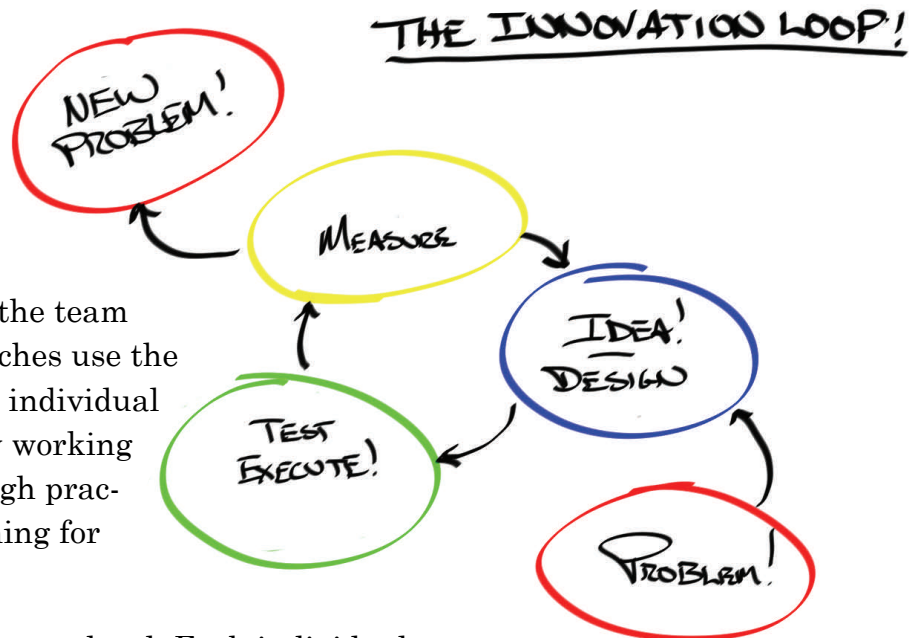
**Second**, you develop a game plan for success. This is the cumulative result of multiple complimentary processes which when executed in unison and according to plan, create team success.

In order to achieve success both the individual team members and the team as a cohesive unit must execute their roles and responsibilities consistently and flawlessly time after time.

How do you get both individual and the team trained up to the flawless level? Coaches use the "Innovation Loop" technique to hone individual skill sets to the peak of perfection by working on eliminating each "problem" through practice, repetition, education, and coaching for results.

The same approach is applies at the team level. Each individual understands what the game plan is. Each individual understands their role in executing to the plan. Practice, the day-to-day routine- is used to target and achieve flawless execution. The team that executes flawlessly, most consistently, is most often the most successful.

When the team executes to plan – flawlessly – it is a beautiful thing. It's hard to describe, but there is a true feeling of great personal satisfaction at the individual level when you are a part of a team that has achieved success by Executed – Flawlessly – to Plan!



Does your team fail to operate as cohesive unit? Is your success plan less than perfectly clear to every member? How much more effective would you be with a Coach guiding your efforts? Give us a call! We can help.

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