

# THE 100

Building Blocks for  
Business Leadership

# D19

Work Plan

**TOM SALONEK**

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## How to Use this Download

- For each strategic goal, there should be a work plan with one person who's ultimately the champion—the person responsible—for goal success
- Before leaving the strategic planning session, as a group, work through the work plan identifying what needs to be completed in the next 90 days
- While one person is ultimately responsible for the goal, there will be many people involved with the goal's work plan. List them as “Owners” along with things that must be completed by others “Contingencies” in the work plan
- Create visibility and accountability by having the champion for the goal give regular updates at company and management meetings
- Copy the following work plan template for each strategic goal

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# Work Plan

Goal: \_\_\_\_\_

Goal	
Goal Champion	

#	Purpose	Owner	Due Date	Contingencies
1				
2				
3				
4				
5				
6				

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