



Meeting with Self 30-60-90 Days Strategic Leadership Tool

How to best manage every 30, 60, 90 days for the highest level of value creation?

Notes: This strategic leadership tool is about the concept of you as a leader applying the first of the 7 Habits of Highly Effective Strategic Leaders and that's **"Habit #1/7: Take Time To Reflect"**

At least schedule this meeting with self and cover agenda items 1-5 every 30 days. Agenda items 6-10 are optional but they are a must at least once every quarter so you can calibrate your and your team's efforts.

SAMPLE MEETING AGENDA

1. What's the org's current vision? What are the top 3 business outcomes we're working to achieve?
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.....
2. Do I/we have the right perspective? How can we ensure we bring in a fresh perspective?
.....
.....
3. Are we positioned to achieve highest potential vis-a-vis our top business goals?
.....
4. What are we working on now? Are we aligning with the current org's vision?
.....
5. Where are we spending our time?
 - a. What to stop doing, do more of, start doing?
 - b. Do our calendars show a focused approach to execution? Are the task owners clear? Are we communicating how what we're doing aligns up to the current vision and the top 3 business outcomes?

6. Within our group, what's our portfolio of services? What do we need to do to be more efficient or more effective?

7. Should we shut down or open other lines of service?

8. What are our team's strength and weaknesses?
What are our individual strengths and weaknesses?
What capacity do we need to build among the team?

9. What innovations can we foster?

10. How is your relationship capital helping or not helping you achieve business goals? What other relationships do you need to deepen or build to ensure cross-functional collaboration and more value creation?



AS SEEN ON



Ash Seddeek is an executive coach, speaker, facilitator and an entrepreneur. He is the bestseller co-author of *Meaning: How Leaders Create Meaning and Clarity During Times of Crisis and Opportunity*, *Start with A Vision and Road To Success* with Jack Canfield. He's co-founder of the Executive Greatness Institute where executive come to enhance their executive presence and develop a thought leadership platform. A strategic leadership facilitator with AMA.

Small Gift from Ash: If you're reading this, Ash is offering you a free 1/1 coaching call where you can ask communications, mgmt., leadership, business growth topics. Or you can invite him at no cost as a guest speaker at one of your team meetings: Topic ideas include:

- how do I apply strategic leadership in my role or
- how to inspire innovation,
- how to create exponential value for my organization

Ash works with professionals and executives to advance their leadership potential impact through communications, messaging and storytelling. Ash delivers high impact programs at companies across industries most recently at Cisco, Ebates, PayPal, Orano, Philips, Aeroject, State Fund of California and Harvard Faculty Club. Ash delivers high impact programs on personal growth with his Own it Win it Crush it Success blueprint and how to become the significant variable, leadership communications, and top 1% sellers success secrets.

Ash developed leadership, executive communications and strategic sales programs for Cisco's and Oracle's leaders, sales, services and channel teams. At Cisco, he worked with Cisco's top 200 executives on the annual sales kickoff (GSX) and the Partner Summit achieving award-winning results. He currently works with Cisco's innovation startup teams to help them craft compelling value proposition narratives, clear business models and develop winning investor pitches.

He is a mentor to entrepreneurs with the Gratitude Network, Techwadi and a leadership mentor with Women Unlimited, and a communications expert with the American Management Association where his Own it Win it Crush it Success blueprint is featured into the Success Skills for the Next Generation program. Ash is a bestselling author on sales and leadership communications with his book MEANING. and has been coached by Brendon Burchard, Roger Love, and Bo Eason. Ash is launching a stealth Fintech startup at bestcash.us

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