


				<b>1</b>	Identify and contact MLC individual members who's organizations are not currently an org. member.																																																					
				<b>2</b>	Determine pricing structure for events, instructors and for organizational and individual memberships.																																																					
				<b>3</b>	Schedule presentations and market through LN & membership (use Dennis's conference rooms)																																																					
				<b>4</b>	Use LinkedIn Navigator to contact 1 individuals & 1 organization per week																																																					
Develop Capital Campaign	Develop Leadership, Culture and Lean presentation	Create Organizational Growth Team	Purchase LinkedIn Navigator, identify target markets and contact ? Daily (determine after familiarization w/LN)	<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"> <p style="text-align: center;"><b>Tactical Initiatives</b></p> <p style="text-align: center;">Initiatives Standard Work/Guidelines: 1) Min 1/Max 3 links to each Outcome 2) Consider resources 3) Linked to budget</p> <p style="text-align: center;"><b>2018 1-Year Outcomes</b></p> <p style="text-align: center;">Outcomes Standard Work/Guidelines: 1) Min 1/Max 3 links to each strategy 2) Consider resources 3) Linked to budget</p> <div style="border: 1px solid black; padding: 5px; text-align: center; margin: 10px auto;">  <p><b>MISSION</b></p> <p><i>Develop and support lean systems thinkers to positively transform Michigan.</i></p> </div> <p style="text-align: center;"><b>3-Year Strategic Plan Conditions (complete by December 31, 2020)</b></p> <p style="text-align: center;">Strategic Conditions Standard Work/Guidelines: 1) Based on learning, Hoshin refreshed Annually 2) Maximum 3 (to expect &gt;80% success) 3) Mission first!</p> </div> <div style="width: 45%; text-align: center;"> <p><b>HOSHIN METRICS</b></p> <p># of events conducted each month</p> <p>Isits &amp; records of contacts</p> <p># of Organizational Members (increase/decrease)</p> <p># of Individual Members (increase/decrease)</p> <p>publish new pricing &amp; structure on Website</p> </div> </div>																								<p><b>TEAM RESOURCES FOR HOSHIN DEPLOYMENT</b></p> <p>P = Primary          S = Secondary</p>																														
				4	3	2	1	<div style="display: flex; justify-content: space-between;"> <div style="width: 45%;"></div> <div style="width: 45%; text-align: center;"> <p><b>START &amp; GO AROUND</b></p> </div> </div>																																																		
								<b>1</b>	Move from Chair/Board-led to President-led strategic plan and operational plan.																																																	
								<b>2</b>	Increase organizational members from 24 to 36 and individual membership from 169 to 254																																																	