

Module 5

6 Steps to a successful launch

Steps ↓	What ↓	How ↓
1 	Discover the Opportunity	<ul style="list-style-type: none"> Analyze business results Compare data w/benchmarks Calculate & determine opportunity Decide what your topic will be
2 	Begin with the end in mind	<ul style="list-style-type: none"> Set specific goal Complete implementation plan Research tools needed Determine team roles and responsibilities for roll-out
3 	Communicate the plan	<ul style="list-style-type: none"> Create launch meeting using 4LP template Schedule/conduct team meeting Schedule/conduct training if necessary
4 	Keep Score Track Progress	<ul style="list-style-type: none"> Create scoreboards Update scoreboards constantly Measure achievement Share results often
5 	Coach to behaviors	<ul style="list-style-type: none"> Determine what specific behaviors you are looking for Schedule time to coach Follow BB coaching module Coach consistently
6 	Celebrate Success	<ul style="list-style-type: none"> Create opportunities to win Cheer 'em on Recognize and celebrate achievements