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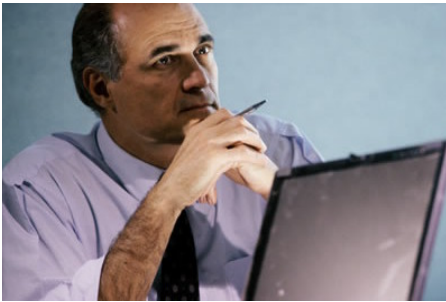
Aspire... Higher



November 2015

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Purposefully Plan for Your Future

Is your organization looking forward, or is it focused on the problems of the present and immediate short-term competition? What occupies your management team? Are they focused on issues of the present, or are you getting ready for a changing future? How will your organization create new rules of competition in the future? Is it imagining new ways of doing business, building new capabilities, and setting new standards of customer satisfaction? Is it alert to possible risks from unconventional rivals, new business models, changing demographics, and global uncertainties? It's no longer a question of being able to operate lean and mean. Just trimming jobs and cutting costs will not put you and your company into a front-running position for industry leadership of the future.

Here are three questions to ask management to evaluate readiness for the future:

1. What percentage of your time do you spend on external, rather than internal, issues? Do you understand the implications of the new technology affecting your industry, or are you debating corporate overhead allocations?
2. When you are spending time looking outward, do you consider how the world could be different in five or ten years, or are you more concerned with landing the next big contract or responding to competitors' pricing?
3. How much of your time is devoted to looking outward and forward? Are you consulting with colleagues to create a shared vision of the future based on risk evaluations, or are you isolated and creating a personal and idiosyncratic view?


ASPIRE

Discover potential. Get results.

Aspire Consulting, Ltd.

Aspire Consulting

Aspire believes that individuals and organizations have the capacity to discover and use their unlimited potential to create and sustain success. We assist companies in developing their employees to leverage their strengths and in turn drive measureable long term results.

What our customers are saying...

We always start with a no cost consultation. To find out about how the Aspire Advantage can help you, [let's talk.](#)

Aspire Consulting, Ltd.
email: info@aspireadvantage.com
phone: 845-803-0438
web: www.aspireadvantage.com

Did You Know?

Statistics about Strategic Planning (from Mission Facilitators)

- Businesses using strategic plans are 12% more profitable.
- 95% of the typical workforce doesn't understand the organization's strategy.
- 86% of executive teams spend less than an hour a month discussing strategy
- 60% of organizations don't link strategy and budgeting.
- Of 26,000 start-up business failures, 67% had no written plan.
- More than 70% of companies with a strategic plan don't execute it.
- When measured by variability of earnings, formal planning has been shown to reduce risk.

The rapid expansion of global opportunities has led many leaders to believe that careful planning isn't necessary. "Just do it" becomes the global manifesto. As a result, most companies today don't take the time to identify and manage external risks and take advantage of opportunities.

[More Info on Planning](#)



In their own words...

"Start by doing what's necessary; then do what's possible; and suddenly you are doing the impossible." - Francis of Assisi

"The best preparation for tomorrow is to do your best today." - H. Jackson Brown Jr.

"Failure will never overtake me if my determination to succeed is strong enough." - Og Mandino

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Aspire Consulting, Ltd. | One Horseshoe Drive | Hyde Park | NY | 12538

- Research suggests 80% of companies are dissatisfied with their planning and budgeting processes.
- Only 23% of companies use a formal strategic planning process to make important strategic decisions.

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