

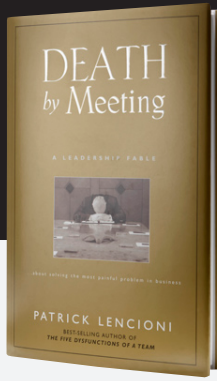
Death by Meeting

Weekly Tactical Meeting Guide

Date _____

I. Lightning Round Notes <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/> <hr/>	II. Scoreboard Review <div style="text-align: center;"><div style="border: 1px solid black; width: 100px; height: 20px; margin: 0 auto;"></div><p>Our Thematic Goal</p><div style="display: flex; justify-content: space-around; margin: 5px 0;"><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div></div><p>Defining Objectives</p><div style="display: flex; justify-content: space-around; margin: 5px 0;"><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div><div style="border: 1px solid black; width: 40px; height: 25px;"></div></div><p>Standard Operating Objectives</p></div>												
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Tactical Meeting Guidelines

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I. Lightning Round (5-10 minutes)

Ask each team member to list the Top 3 things on their plate for the coming week. This should take no longer than 1 minute per person, even with a couple of follow-up questions. *Note any issues that need to be discussed further.*

III. Tactical Agenda Items (30 minutes)

Discuss the potential tactical issues to be covered, assign an order for that discussion and dive in. These issues may have arisen either in the lightning round or the Scoreboard Review.

V. Decisions/Actions (5 minutes)

Ask one team member to chart the decisions and actions that were committed to during the meeting. Team leaders should note these as well.

II. Scoreboard Review (5 minutes)

Review the thematic goal and defining objectives of your business and note the current status of each.

IV. Potential Strategic Topics

As you progress through your meeting, use this area to note the topics that you need to cover during a strategic meeting. *Be sure to resist the temptation to resolve them right away.*

VI. Cascading Messages (5 minutes)

Discuss what, if anything, each team member should communicate to their direct reports from the meeting. Agree on a timeframe for that communication to happen.