

The truth	Having the right people in the right seats is critical to achieving a growth plan for a business.
The issue	Having the <i>Right People on the Bus</i> is a great slogan, but doing the work to make it a reality is difficult.
The solution	A proven process AND a rigorous conversation from all people impacted by decisions – repeated often.

OUTLINE OF SESSION

1. Assess your organization’s readiness for a Right Person/Right Seat conversation
2. Myths of *Getting the Right People on the Bus*
 - People are motivated by money
 - Hire slow, fire fast
 - It can be done with a one way conversation
3. The Proven Process – Right Person / Right Seat
4. Workshop – Apply the process to a team in your business
5. Next Steps – Resources that will help you explore this further

SESSION TAKEAWAYS

- A template/method you can use to have this conversation in your organization
- Resources to learn more about how to add other critical pieces to your strategy so this conversation is part of a broader effort to drive business results AND build a healthy culture

ABOUT SCOTT PATCHIN

- Expert in growth/development of leaders, leadership teams, and businesses
- Expert in healthy growth - where both the culture and performance of the business thrive
- Skilled at addressing performance and growth of talent/teams at all levels of your organization

REFERENCES

“As a facilitator, Scott’s leadership of our planning session was off the charts effective. A unique benefit of working with Scott is that he teaches while he facilitates, and I actually learned to be a more effective leader/facilitator by watching him work.”

Pat LeBlanc
 CEO – EBW Electronics
 Michigan Small Business Person of the Year 2015
 Inc. 5000 List (3x), Michigan 50 to Watch Company

*For more recommendations, see Scott’s LinkedIn profile at <https://www.linkedin.com/in/scottpatchin>