



April 2007 Leadership Tip & Measures of the Month

Remove Obstacles

Things To Do

- Identify a lingering problem that has challenged your group's ability to develop more business
- Develop an action plan (better yet, have others do it) with accountability and deadlines for each step
- Get buy-in and support from firm leadership if necessary
- Make solving the problem a priority for yourself and others in your group
- Use group meetings to report on progress
- Hold people accountable for completing tasks on time

Measures

Check off the boxes each time you complete these tasks

| Identify issue | Action plan crafted | Leadership buy-in | Discuss in group meetings | Tracking progress |
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Previous 2007 Leadership Tips of the Month

January - [Developing the 2007 Plan](#)

February - [Cross-Selling: Developing Opportunities For Your Group](#)

March - [Make Your Workplace A Great Place To Work](#)