



GETTING THE QUICK WIN

SETTING THE TREND OF SUCCESSFUL LEADERSHIP

Getting a quick win for your team in your first 30 days will help set a strong, positive trajectory for the rest of your time as the leader. List the possible opportunities for a quick win that you have uncovered during your talks with the boss, your teammates, and experts.

Rate each with a score of 1-5 for time to implement, ease, cost, and impact (example in blue):

Time	Number of days to get it done. Fewer days = better
Ease	How difficult to implement will it be? Simpler = better
Cost	What is the expected expense in terms of dollars? Lower = better.
Impact	How much it helps your team or its mission. Greater = better.

#	OPPORTUNITY / BENEFIT	TIME	EASE	COST	IMPACT	SCORE
X	Make a gateway in the sales counter; easier access to the register → better service	7 days 5	Pretty easy 4	\$150 4	High - helps all 5	18

Total scores to the right, put priority number on the left; the higher the final score, the higher the priority.

Cautions to Watch For:

Personal Agendas	Is it really good for the team, or just one person?
Asking Why	If it's good to do, why hasn't it already been done?
The Not-Quick Win	What might cause the effort to drag out? Worth it?
The Misfire	Can you control it? What could go wrong?

Make it Happen

Get approval from the boss; get with your team and build a SMART goal around this objective, develop a plan, delegate, and get it done!