Failure -> Learning -> Improvement -> Excellence -> Legacy
Failure -> Learning -> Improvement -> Excellence -> Legacy

“Poor quality”

“Bleeding resources”

“Always late”

“Unpredictable”

“Cost overruns”

“Unprofitable”
Failure -> Learning -> Improvement -> Excellence -> Legacy

Overwhelming... Until organized.
Just because you’re holding a hammer doesn’t make everything a nail.
Failure -> Learning -> Improvement -> Excellence -> Legacy
Failure -> Learning -> Improvement -> Excellence -> Legacy

and takes the way for the next opportunity
his new path, or fans...
Failure -> Learning -> Improvement -> Excellence -> Legacy

Sometimes it's the journey that teaches you a lot about your destination... change minds, change hearts
Exceptional leaders don’t just implement processes - they solve problems
First Time Quality
97% (↑ 66%)

On-Time Delivery
99% (↑ 30%)

Budgetary Overruns
↓ 37%

Attrition
↓ 30%

Profit Margin
↑ 12%

Failure -> Learning -> Improvement -> Excellence -> Legacy
Failure -> Learning -> Improvement -> Excellence -> Legacy

No matter how much you improve, there will always be a list of things that are wrong
Impact %
Cumulative %

Failure -> Learning -> Improvement -> Excellence -> Legacy
Exceptional leaders drive the right change at the right time in the right way and by using the right tools.

Short Term, New Items
- Iterative Development
- Risk Management
- Organizational Training

Long Term, Continuous Improvement
- Organized PI Journey: CMMI L3, TSP

Failure -> Learning -> Improvement -> Excellence -> Legacy

BEGIN...

...with the END in mind!
Failures -> Learning -> Improvement -> **Excellence** -> Legacy

- **Speed**: \(\uparrow 25\%\)
- **Cost**: \(\downarrow 37\%\)
- **CMMI Level 3**
- **New Mindset**
- **New Behaviors**
- **Commitment Process**
- **4X Growth**
- **No SLA Penalties**
Key Lessons

✓ What have you done for me lately - there will always be a list of things that are wrong

✓ Focus on the vital few

✓ Be your organization’s Chief Problem Solver

✓ Much like a carpenter, you have a toolkit at your disposal – master your executive toolkit

✓ Just because you’re holding a hammer doesn’t make everything a nail – choose the right tools for the job!

✓ Enjoy the journey and drive the mindset and behaviors; change minds, change hearts

✓ When it comes to the pursuit of excellence, lather, rinse, repeat – there is no finish line
Carve out time
Spend time focused
Dream
Define your legacy
Act – start your legacy
Pursue Excellence
My life is my message. My leadership is my legacy.

Leadership Direction

Influence Commit

Failure -> Learning -> Improvement -> Excellence -> Legacy