

Executives want systems and processes for everything and everyone...but themselves!

According to the Harvard Business Review's 'Stop Wasting Valuable Time' (Sept. 2004), executives surveyed are reporting that **less than 5%** of them have a rigorous and disciplines process for focusing top management's time on their most important issues.

"It's insane what happens in executive meetings" says Jerry McNellis, Founder of The Compression Planning Institute and The Executive Decision Making System. "Too much time is spent on issues that should be dealt with in other parts of the organization. Executives should be focusing their time on strategic issues, not on 'day-to-day' stuff."

Jerry shares his wisdom in interviews from the viewpoint of a practitioner. He'll share with your audience useful ideas they can implement immediately regarding:

- How executives can 'drive down problems' while 'pushing up solutions'
- Why most executive meetings never address the important issues
- How to keep executives accountable for their behavior in meetings
- Why the most important person who can make this happen is not part of the executive team
- How a 7-step process can cover 95% of planning topics/issues
- How staff can get executives to say "yes" to their ideas

Jerry McNellis has facilitated countless meetings and trained thousands of individuals in how to lead strategic planning sessions. He developed The Executive Decision Making System used by executive teams across the country. He is also a guest presenter for Geneva College in their Master of Science in Organizational Leadership's Decision Making class.

To get more information about meetings that produce guaranteed results, call Jerry at 724-746-1220.

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