



Corley Hanson Associates Newsletter

Making Your Business a Team Sport!

June/July 2008

Dear Carey,

Summertime and the living is easy. . .YIKES! What happened to June! May your summer be filled with balance. . .so that you get some work done but make memories!

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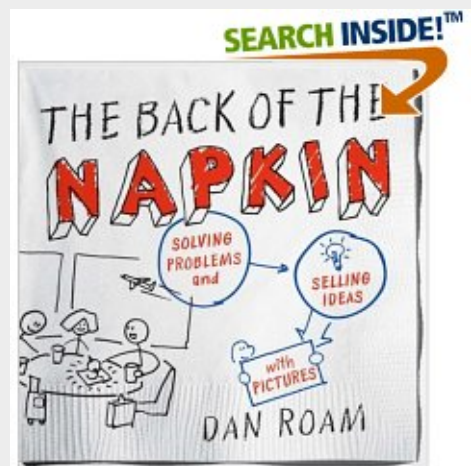
Lead and Have Fun

Corley Hanson Associates recently designed and implemented a two-day strategy meeting with a global team in Boston. The team was looking to reorganize, create a new organizational structure that would move their procurement department from being transactional to consultative. The VP in charge of procurement is a very bright, articulate executive and leader. Her energy fills a room and you couldn't help but be excited with her positive view of the world. The team took the Strengths Finder 2.0 assessment online and came up with their five major talents. They worked on their model, they worked on their messaging, they created a presentation on the second part of day two to present to one of the other business units. So, a lot was accomplished.



And, the group laughed and had fun. Having fun and being productive are not two separate streams of consciousness. It was great to be able to have so many opportunities to enjoy the moment and get back to the business.

Book Review: Back of the Napkin



by Dan Roam

This is a simple but brilliant book on how to use visual thinking to solve problems and sell your ideas with pictures in business. The author provides a case study throughout the book to illustrate and amplify the natural processes of "Looking, Seeing, Imagining and Showing" and how powerful they can be if used intentionally in our work.

He also makes a clear case of how we tend to stifle ourselves in the visual realm by getting the order

The leadership was a reflection of how this could happen so easily. In fact, probably without a few good laughs, not as much could have been accomplished. It was just so enjoyable. The epilogue: the VP sent us a note two days after our work together and their presentation to the other business unit. She said, "**Will and Wendy, a special thank you to you-our presentation went over well, and we stuck together like a bunch of bananas!**"

Lesson for the day - lead, but enjoy the ride.

Take the Time

by Will Corley

We don't have the time

Basically, time has become our enemy

We make time your friend

We help you accomplish more with less time

By doing it the right way

Time when used well becomes a multiplier

Instead of the mantra heard far and wide

Echoes creating a big divide

"We don't have the time"

To strategize

To get it right

To have that conversation

To prepare

Instead

Emails are cast out like bait

Instead of real talk

We help design and create real talk

that delivers understanding

a better focus

incorrectly. We get stifled by thinking we need to draw first when the most important and clarifying steps is to first notice what the landscape shows us and what we are seeing then the drawing comes much more easily.

In drawing what we see, clarifies the path to a simple solution. He takes the reader down the roads of elementary symbols, pictures and metrics of show and tell.

This visual methodology provides a powerful framework for business.

[To order this book](#)

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We help by reminding you the value in just

Asking

What matters to others

What do they see?

What are their solutions?

By partnering with you so you will have these kinds of talk
with your people

But you shy away from such kinds of talk. Why?

Saying you hate meetings- they are a waste of time.

We know meetings are the vehicles that drive business one -
way or the other

When done right

They become a vital ally to the cause

Instead of rushing through together

We help you get the most out of these meetings

We know It is about engaging hearts and minds

It is about making the most of time

Take the time to be clear

For all to see what you see

Knowing together

Creating results

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