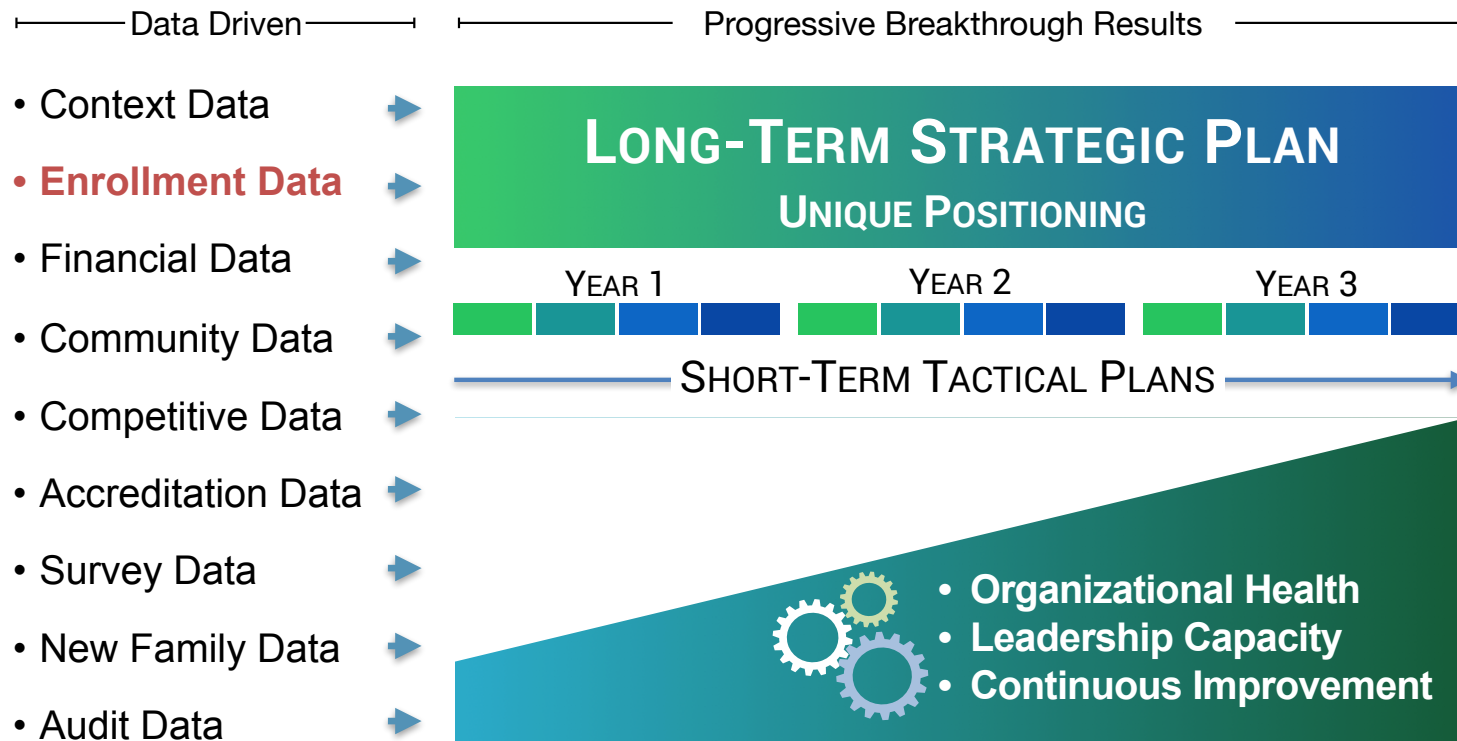




Strategic Growth Plan: Lessons Learned



Strategic Growth Plan



Lessons Learned from Strategic Growth Planning

- Facing the Brutal Facts is Hard
- Success is less about BHAG and more about Habits/Disciplines (EM)
- Building trust and relationships is the core of every plan (GV)
- A Strategic Plan doesn't fix leadership deficiencies (TQ)

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Key Question to Assess Organizational Health

Q: Do you hold each other accountable for achieving goals and deadlines?

Key Performance Indicators



- 1. TQ: Talent Quotient**
Ratio of faculty who consistently meet/exceed expectations to those who don't
- 2. 3D: Three Deep Relationships**
Intentionally building and measuring highly engaged relationships with faculty & families
- 3. NPS: Net Promoter Score**
Assess climate and culture with faculty, students, parents, alumni, administration, board
- 4. QAP: Qualified Applicants per Position**
- 5. 4OH: Assessment of Org Health (Cohesiveness, Clarity, Communication, Consistency)**
- 6. TPA: Tactical Plan Achievement**
- 7. PFY: Progressive Funnel Yield of Enrollment**
- 8. CRR: Crisis Response Readiness**
- 9. DBQ: Database Quality (Target Market, Enrollment, Talent, Survey, Competition, etc.)**
- 10.5LO: Assessment of the level of mastery in the 5 Disciplines of a Learning Organization**

Next CSOBR Live Session

- The School Improvement Plan
- Effective Implementation Planning
- Results Oriented Cycle of Inquiry (Tactical Planning)