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Vision Simplified.  
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# LOSING YOUR WHY

HOW TO GET IT BACK



**1 ADVANTAGE  
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# WE THOUGHT WE MIGHT BE OVERREACTING...

but we knew instinctively, we could see blood in the water... it was Virginia's, the Principal Project Manager.

She was integral to a mission critical project.

## Virginia had lost her

## “why”.

There were millions of annual recurring

**\$\$\$\$\$\$**

**hanging in the balance.**



Distribution of responsibilities had been mis-managed by functional managers and **Virginia got caught in the middle.**





This was not her typical style, so it was important to immediately mobilize the consulting team, reporting directly to the sponsor for this project and ask,

## “WHAT’S HAPPENING?”

The consulting team immediately called a check point. The rest of the team was fine, and the milestones were on schedule.



**Potential trainwreck averted.**

**I approached Virginia.**





**It was quickly revealed her child had suffered an asthma attack and needed her attention.**

I excused Virginia and told her I would vouch for her to the project sponsor.

**Project methods and tools could not fix this... compassion did.**

The following Monday, Virginia had her “why” in check. She looked forward to Friday afternoon to report the project was on schedule, ahead of budget, and would supersede the ROI.

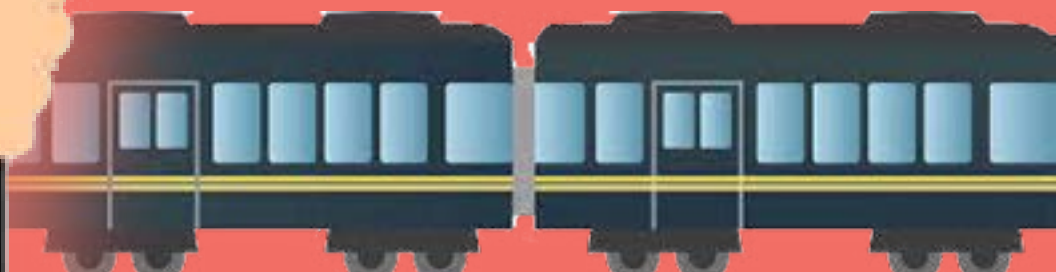


# Empathy.

**Sometimes it's all you need to get a project back on the tracks.**



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# DISCOVER THE ADVANTAGE GALAXY



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