

Keys to Effective Planning in Business

(*vision* ~ *plan* ~ *action*)

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Outline

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- Assignment
- Planning
- Types of Plans
- Project Management
- Tangible Results on the Runway Project

Assignment

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- Problems are the catalyst for creative solutions, everything created is a solution
- Within everything is a desire and command to increase, produce and multiply
- Something within you wants to solve a problem for someone, somewhere, sometime
- You must discern and discover your assignment

Psalms 139:14

***“I will praise You, for I am fearfully and wonderfully made
Marvelous are Your works, And that my soul knows very well.”***

Facts about Your Assignment

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- What you hate is a clue to something you must correct
- What grieves you is a clue to something you must heal
- What you love is a clue to your gifts, skills and wisdom
- Created to solve a problem
- You are a reward to someone
- Is your discovery, not your decision
- Will require seasons of isolation, preparation and waiting
- May contain seasons of insignificance
- You may experience distractions, delay and discouragement on the way
- May cost you everything
- Will require your total focus
- Will be revealed progressively
- Will require intercession
- May require unusual and unwavering trust in a relationship
- Is geographical
- Is specifically for you
- Will require your very best
- Will require time
- Requires ...

Plan

"Destiny is not a matter of chance, it is a matter of choice; it is not a thing to be waited for, it is a thing to be achieved."

- William Jennings Bryan

Strategic Planning

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- Where does God Fit in?
 - Does my plan fit God's revealed will, (*the mind of God*)?
 - Is my plan relevant (*vision, mission, objectives*)?
 - Do my plans fit the need of the culture and time?

⁶Success = Our Preparation + His Divine Guidance

HIS Strategic Plan

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- My Plan
 - Transition my self from employee to business owner
 - Start a consulting firm in Project Management
 - Go full time in Real Estate Development and Construction
 - Take on new opportunities that meet my criteria
- God's Plan
 - Accept the Runway Assignment
 - Seek God for wisdom and understanding daily
 - Plan the execution with precision and implement the plan in excellence
 - See the project to the end and listen for the next instruction
 - While all the time planning for the real transition

Charting the Course

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- As Leaders we...
 - Draw on past success & failures
 - Listen to what others have to say (gather information)
 - Examine the conditions before making commitments
 - Balance: optimism & realism, intuition & planning, faith & fact
- A Leader Sees...
 - Further than others see, we must see the problem and picture the solution
 - More than others see, we must prepare
 - Before other see, we must formulate strategies

Nehemiah's Plan

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- Planning and preparation before execution
 - Identify the problem
 - Time in prayer and meditation
 - Approach key influencers
 - Personally assess the situation
 - Cast the vision
 - Encourage with past successes
 - Buy-in from the people
 - Organize people and execute

Nehemiah 1:3-4

“...,the wall of Jerusalem is broken down, and its [fortified] gates are destroyed by fire. When I heard this, I sat down and wept and mourned for days and fasted and prayed [constantly] before the God of heaven,.”

Planning described...

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- In **Management** planning is
 - One of the four major functions of management, along with organizing, leading and coordinating/controlling.
- As a **Leader** planning is identifying...
 - where you want to go,
 - why you want to go there,
 - how you will get there,
 - what you need in order to get there and
 - how you will know if you're there or not.

Goals

*“A person with a **goal mindset** has very tangible, numerical goals to achieve over a specific period of time... A **growth mindset** recognizes goals on the journey, but only as part of a process—not as the end results.”*

- John C. Maxwell

PLAN AHEAD!

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- **When presented the opportunity...**
 - **P**redetermine a course of action
 - **L**ay out your goals
 - **A**adjust your priorities
 - **N**otify key people

 - **A**llow time for acceptance
 - **H**ead into action
 - **E**xpect the unexpected (problems)
 - **A**lways point to successes
 - **D**aily review your plan (progress)

Types of Plans

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- **Business Plans**
- **Project Plans**
- Marketing Plan
- Financial Plans
- Construction Plans
- Event Plans
- Advertising and Promotions Plans
- Disaster Recovery Plans
- Career Plans
- Computer Systems Plans
- Feasibility Plans
- Training and Development Plan
- Family Plans
- Estate Plans
- Ministry Plans
- Investment Plan
- Life Assurance Plan
- Fundraising Plans (nonprofit)
- Leadership Development Plans
- Management Development Plans
- Performance Plans
- Staffing Plan
- Research Design Plan

Business Plan Uses

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Tools	Uses
Communication	<ul style="list-style-type: none">• <i>Used to attract investment capital, secure loans, convince workers to hire on,</i>• <i>assist in attracting strategic business partners. Shows profit potential.</i>
Management	<ul style="list-style-type: none">• <i>Helps track, monitor and evaluate progress. Is a living document that you will modify as you gain knowledge and experience.</i>• <i>Can gauge your progress and compare your projections to actual accomplishments.</i>
Strategic Planning	<ul style="list-style-type: none">• <i>Guides you through the various business phases.</i>• <i>Helps identify roadblocks and obstacles so that you can avoid them and establish alternatives.</i>

Project Plan

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- **Agreement** between the Executive Sponsor and Project Manager
- Project **purpose**
- Business and project **goals and objectives**
- Scope and expectations
- Roles and responsibilities
- Assumptions and constraints
- **Quality** Management approach
- **Project** Management approach
- **Ground rules** for the project

PMBOK



Building professionalism in project management.™

Project Management Institute

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Integration	<i>Project Plan Development & Execution, Overall Change Control</i>
Scope	<i>Initiation, Scope Planning, Definition, Verification and Change Control</i>
Time	<i>Activity Definition, Sequencing, Duration Estimating, Schedule Development and Control</i>
Cost	<i>Resource Planning, Cost Estimating, Budgeting and Control</i>
Quality	<i>Quality Planning, Assurance and Control</i>
Resource	<i>Organizational Planning, Staff Acquisition and Team Development</i>
Communications	<i>Communication Planning, Information Distribution and Performance Reporting</i>
Risk	<i>Risk Identification, Quantification, Response Development and Response Control</i>
Procurement	<i>Procurement Planning, Solicitation Planning, Source Selection and Contract Administration</i>

Planning Guidelines

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- Involve the Right People in the Process
- Write the Information and Communicate
- Build in Accountability
- Note Deviations from the Plan and Re-plan
- Evaluate the Process and the Plan
- Realize that the Recurring Process is as Important as the Plan
- Celebration of Results
- Goals and Objectives Should Be
 - Specific
 - Measurable
 - Acceptable
 - Realistic
 - Time bound

Results

"There's a difference between **interest** and **commitment**. When you're interested in doing something, you do it only when it is convenient. When you are committed to doing something, you accept no excuses, only results."

- Ken Blanchard

“The Most Important Runway in America”

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- Late '80s, the planning effort was for a 6000 foot commuter runway
- In 1994, the FAA Environmental Assessment Process we received a Finding of No Significant Impact (FONSI)
- In 1999, during the Airport Master Plan process, the airlines and airport realized the need for a full 9,000 foot runway complex and included it into the final Master Plan
- In 2001, the Final Record of Decision (ROD) was received for the 9,000 foot runway complex from FAA
- **Goals/Objectives:**
 - On-time and under-budget
 - Imperatives: Safety, Diversity, Scope, Schedule & Budget
 - Expected to slash delays at ATL in half
 - Save the airlines \$5M/week in delay costs avoidance
 - 5 year payback
 - Expands capacity to connect people, places and resources

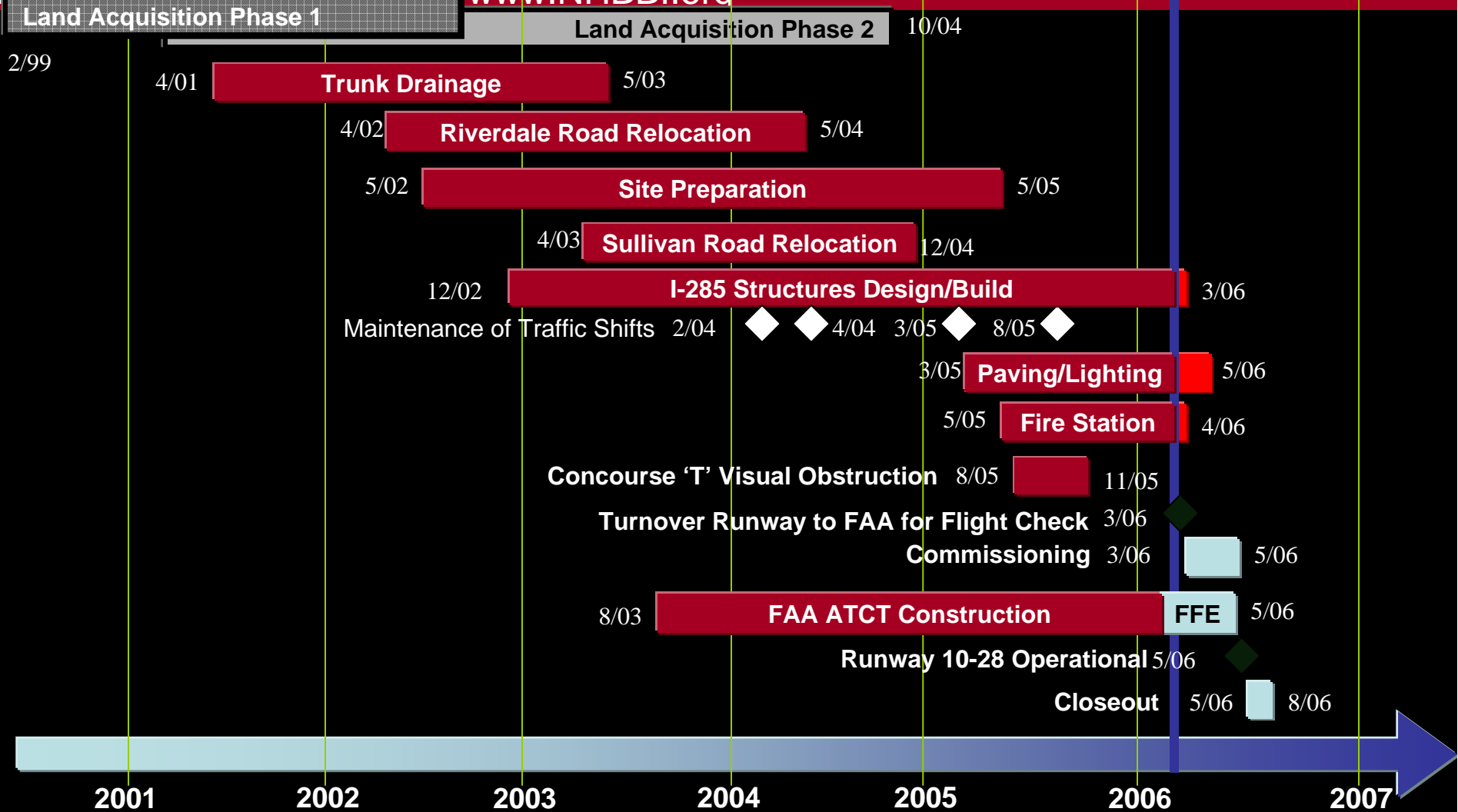
My Role At The HJAIA...

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- H.J. Russell & Company, consultant to the Airport Expansion Program ~ \$6.2B+
- Appointed Director of the New Fifth Runway Capital Program ~ \$1.284B
 - Leader of the Runway Management Team of PM's, Schedulers, Estimators, Construction Managers and Inspectors ~ \$34M
 - Overseer of all Runway Contracts: Construction, Architecture and Engineering ~ \$732M
 - 900+ acres of Land Acquisition ~ \$364M
 - Other Soft Costs: Insurance, Testing and G&A ~ \$48M
 - Forecasted Savings to the Owner ~ \$100M+

Schedule Performance

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Progress Photos Runway 10-28

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Progress Photos I-285 Structures

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Progress Photos

Fire Station & N/S Taxiways

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Progress Photos

Air Traffic Control Tower

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Progress Photos Paving & Lighting

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Planning?
*“The ability to balance
divine faith and human
preparation.”*

***Place your faith in God for the results, but do not
hesitate to develop wise plans and execute them.***

Summary & Conclusion

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Questions?