

## Whiteboard Workouts

Today 70% or more of budgets are spent satisfying “lights on” activities. Of the remaining 30% at least half is used for enhancing or fixing existing systems or processes. What little is left over is used to fund change or growth. Companies that cannot learn to unlock the budget/resources are often left with broken processes, low employee satisfaction and technology that cannot support the current business needs.

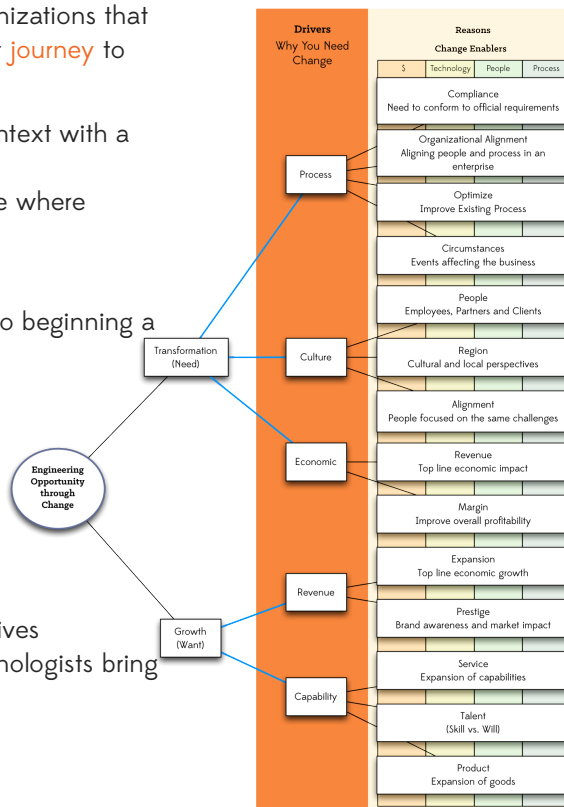
LERNER Consulting brings an expanded perspective to growth and transformation via Constructive Disruption.

**Disruption** brings about the often-needed transformation in organizations that find the status quo isn't enough. **Constructive** is the well-laid out **journey** to growth or transformation.

Whiteboard Workouts are conducted in your business/industry context with a familiar vocabulary and customized to uncover the needs of the organization. Our trademark sessions are engaging and interactive where Lawrence leads you

- Manage or **improve** revenue
  - Uncover the unseen or unasked questions prior to beginning a change journey
  - **Move** the needle on **revenue**
  - Improve the “quality” of revenue
- **Improve** team collaboration/retention
  - Create **alignment** within or across teams
  - Redefine processes to work in the New Normal
  - Engage Globally vs. Multi-nationally
- **Enable** business-aligned technology
  - Develop new business aligned technology initiatives
  - Help business leaders understand the value technologists bring

to the equation



### Subject Areas (Sample):

- Enterprise Architecture – Technology for Your Business Strategy
- Six Steps to Building a Social Identity
- Workshops for
  - Distressed Projects
  - Process Re-engineering
  - People/Culture issues
  - How to give a presentation
  - Change Management
  - New Business Initiatives
- Application Rationalization
  - Moving to the cloud
  - Sun setting redundant applications
  - Candidate applications for Outsourcing

### Formats:

- Meeting Facilitation
- 90-Minute Energizers – Excellent for large audiences
- Day long or multi-week transformation/Process Mapping Sessions – Groups of up to 20
- Small Group Executive Roundtable

### Contact LERNER

Direct: +1.630.248.0663

Email: [lawrence@revolutionaryinnovator.com](mailto:lawrence@revolutionaryinnovator.com)