



# Engineer LIFE and LEADERSHIP PLAN 2001-2005

## VISION

*Hands of compassion building a way for all children to experience the love of God.*

## LIFE VALUES

- Integrity in Everything
- Respect for Others

## WORK MISSION

Build a Team that provides solutions to technical problems that create high value for clients and insure safety for the public.

- Challenge- complex problems to solve
- Small group or alone
- Fast paced and structured
- Clear rewards and personalized incentives

## GOALS

- **Cathy** - To show her she is important, loved and appreciated and help make her dreams come true.
- **Children** - To help my children grow strong in character and conviction.

- **Extended Family** - To provide counsel, support encouragement and role model.
- **Community** - To return to my community through hands of compassion.
- **Business Partners** - To provide mentoring to become successful consultants and business leaders.
- **Customer** - To make their problems go away through responsiveness and technical expertise.
- **Career** - To be a respected technical author and teacher recognized as an expert in my field.
- **Subs** - to establish cooperative and mutually beneficial relationships that focus on customer needs.

## ASSUMPTIONS

- People are motivated by being recognized and appreciated for what they do.
- People work best in an environment that is open encouraging and accepting.

- People don't buy what they don't understand- talk the customers' language.
- Be > Do > Have

## STRENGTHS

- Diverse experience, industry and consulting
- Technical Mechanical Genus
- Imagination and innovation
- Teaching and writing
- Supportive Spouse

## WEAKNESSES

- Too detailed to quickly
- Too hands on
- Selling process rather than outcomes
- Listening
- Marketing skills

## OPPORTUNITIES

- Commissioning
- Design Build
- ISO growth
- Big Brothers
- Homeless in South America

## THREATS

- Economy downturn
- Health
- Carols mother
- New Company growing too fast

## OBJECTIVES

- \$160,000 – profitable- Mechanical
- \$ 8000k by no debt- Design
- Cash pay out \$ 450k by 2009
- Teaching at college by 2014
- Establish adoption agency 2017

## KEY DECISIONS

Word for year: "Listen Inside"

**Sales Skills** – I will develop my skill in prospecting and presentation and closing.

**Family / Work Balance** – I will structure my time and life to stay closer to my family.

**College Teaching** – I will research and decide if this is makes sense for me and then detail my plans.