

Leadership Priorities Report

Top Strategic Priorities:

- **Increase Revenue:** Driving revenue growth is essential to achieving long-term sustainability and funding further investments.
- **Improve Profit Margins:** Enhancing profit margins will strengthen financial health and allow for reinvestment into strategic initiatives.
- **Build Leadership Capacity:** Developing leadership skills within the organization is vital for fostering a culture of innovation and strategic agility.

Non-Negotiables:

- Commitment to financial integrity
- Focus on customer satisfaction
- Transparency in decision-making

Observations:

Time Allocation Misalignment:

Currently, only 20% of time is allocated to focus on profit, which is insufficient given that improving profit margins is a strategic priority.

Recommended Adjustments:

- Increase time allocation to profitability initiatives to at least 40%.
- Allocate dedicated time for leadership development initiatives to align with capacity building goals.

Next Steps:

- Conduct a workshop to identify key initiatives that drive revenue and profitability.
- Set monthly review meetings to assess progress on building leadership capacity.