

How do I execute a plan well?

Speaker: Execution basically means looking at the plan and working out step by step what needs to happen, by when, what will it involve, who is responsible. What can go wrong? Can we figure that out and plan accordingly, so we have got a backup plan in place. The key thing is to ACT. Take action. Do your planning and figure out how best you are going to go about relationship management, but then try different things.