

Presented by
Robyn Faucy
Chief
Executive
Officer of



Getting Clear on Results

The Results 1st Approaches

- ▶ Putting Results 1st
- ▶ Activities vs. Results
- ▶ Energy

RESULTS



Targets

- ▶ You gain two practical approaches to start or strengthen your results journey
- ▶ You are ready to define results for your BIG idea

RESULTS



Who has a project in mind?

RESULTS



How do you define
success for those
you serve?

RESULTS



Activities vs. Results

- ▶ People served
- ▶ Number of programs
- ▶ Attendance
- ▶ Educational materials distributed
- ▶ THESE ARE NOT RESULTS

RESULTS



The Difference

- ▶ What behavior change occurred?
- ▶ What would happen if the program did not exist?
- ▶ What happens when the donor's investment is spent?

RESULTS



What is your biggest challenge when it comes to defining or measuring results?

RESULTS



Measuring Gains

Examples

- ▶ Educational materials
- ▶ Arts organizations and programs
- ▶ Places and spaces

RESULTS



Measuring Gains

Examples

- ▶ Empowerment
- ▶ Better decision making
- ▶ Safety

RESULTS



Ceiling or the Floor

- ▶ If you think you can or you think you can't, you are right. Henry Ford
- ▶ Defining success

RESULTS



Are you measuring
results or activities?

RESULTS



Result Questions

- ▶ So what?
- ▶ What is the difference?
- ▶ How much of a difference?
- ▶ How do you know?
- ▶ What does success look and sound like?

RESULTS



Result Questions

▶ Your turn

RESULTS



"Creativity is
THINKING up new
things. Innovation is
DOING new things."

THEODORE LEVITT

RESULTS



Prototypes vs. Pilots

- ▶ What sticks?

- ▶ Example

RESULTS



Ideas are not good enough. Ideas are not deeds. Ideas are rarely converted into action unless proselytized with zeal, carried with passion, sustained by conviction, and fortified by faith. They need authentic champions. Above all, ideas need people who are doers, not just talkers. Ted Levitt

RESULTS



Who is a Sparkplug?

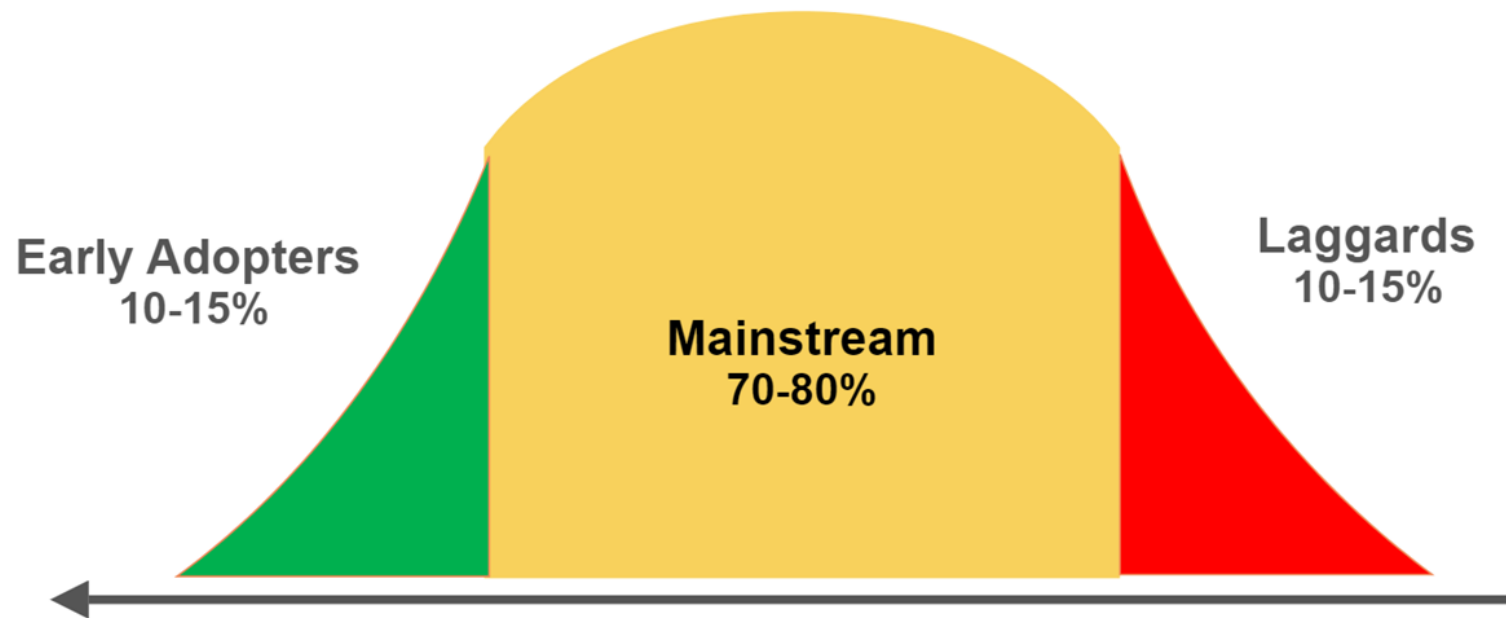
- ▶ Gets things done
- ▶ Focuses on solutions, not excuses
- ▶ Finds a way forward
- ▶ Not always an extrovert

RESULTS



Go First Teams

Who Do You Turn To First?



RESULTS



Sparkplug Self Profile

- ▶ Energy
- ▶ Action Push
- ▶ Results Focus
- ▶ Personal Responsibility
- ▶ Use of Teams

RESULTS



The secret of getting
ahead is getting started.
Mark Twain

RESULTS





What will you differently?



Questions

RESULTS



Result Leaders for Program Teams

- ▶ What?
- ▶ Who?
- ▶ When?
- ▶ How?

RESULTS



More Information

- ▶ Results1st.org
- ▶ Robyn@Results1st.org
- ▶ Connect with us on
Facebook and LinkedIn
- ▶ 941-479-2714

RESULTS

