

LT. COL. WALDO WALDMAN

A.C.E. PROGRAM

ACCOUNTABILITY COMMITMENT EXECUTION

★ FOCUS ON WHO, NOT HOW ★



MISSION OBJECTIVE: IDENTIFY AND BUILD RELATIONSHIPS WITH KEY RELATIONSHIPS WHO CAN HELP YOU ACHIEVE YOUR GOALS.

It's easy to become overwhelmed when reviewing the tasks needed to execute a high stakes project. High performers gain confidence not by focusing on *what* needs to be done, but instead on *who* their key relationships are that can help them to win.

★ ACTION ITEM #1 ★

Target Acquisition: Identify your key wingmen & ground crew that keep you flying. Make a point to thank them this week and offer to help them out.

★ ACTION ITEM #2 ★

Set the Vector: As you prepare for a tough task, think about those key wingmen who have your back and reach out for help. Be open to ideas and tools.

★ ACTION ITEM #3 ★

Maneuver: Continuously nurture your key contacts – especially before you need them. Make a call, send an email, or offer your expertise as *they* engage a difficult project.

FLIGHT LOG

Document your actions and progress below.