

## *Navigation Keys*

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**Navigation™** is the starting place for a change process. This is where we look at the compass to determine the direction that the company is heading. We determine what true north looks like in relationship to real time issues. This is an intensive process where we interview key personal in order to determine what factors may need to be adjusted to make sure the compass is in proper tune.

The Navigation process looks at all the parts and connects the pieces so that the First Mate will be able to grow the organization beyond its current state. This process tests the fiscal systems, reviews the communication systems, and produces a written document to help focus the needle of the compass.

The Mission, Vision, Marketing, and Sales are reviewed and suggestions are made that will help the organization realize it's potential.

Finally, we report our finding to the First Mate verbally, in written form and provide recorded conversations from interviews with the

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personnel. We conclude the navigation with a well organized meeting of key personnel in effort to provide leadership, discuss some best practices and encourage the team to perform better.