

JULY 31, 2020

QUARTERLY LEADERS WORKSHOP



REPORT PREPARED AND PRESENTED BY

ADRIAN STARKS
CHIEF COMMUNICATIONS OFFICER

LEADERS WORKSHOP LED BY

DAVID KING
CHIEF OPERATIONS OFFICER

IN ATTENDANCE

•ADRIAN STARKS • ASHLEY DOAN • DAVID KING • DONNA KING • KATIE MCKAY •
MONICA HAWKINS • ORSHI LIPTAK-BENNET

THE PURPOSE OF THIS WORKSHOP

EXCITING BREAKTHROUGHS AND TAKEAWAYS FROM A SUCCESSFUL DAY OF LEARNING



The purpose of this workshop was to understand the changes within the Connect Now Business Network, introduce the new Board of Directors team, identify a problem within the Connect Now execution using lean tools, as well as problem solve and come up with potential solutions using lean tools.

We were able to identify the future of the Connect Now Business Network and introduced tools and techniques that involved the action of taking a problem that currently exists and finding a solution. The solution was gathered in team building activities by using lean tools and techniques with a process of mapping the flows.

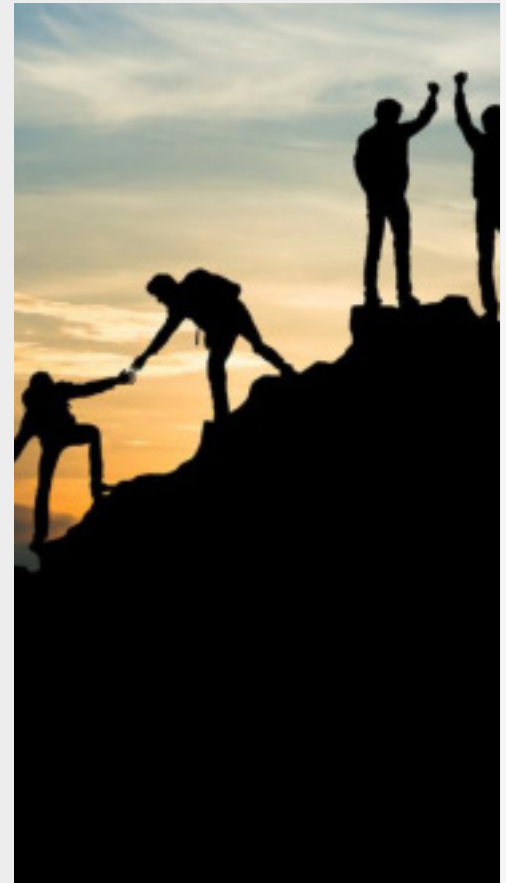
SOME OF THE TECHNIQUES USED

- Identify Problem Statement
- Identify Process Flow and Issues
- Identify Process Step to troubleshoot
- Fishbone Diagram Of Problem statement
- Generate a Value Grid and Prioritize

When Identifying the Problem Statement, we were able to easily identify where we were in our current state, and how we would like to see things run in a Dream State. The purpose was to determine the bits in between to properly come up with a problem statement.

The goal?

To find a **SOLUTION** to that problem statement!
We will complete a value grid and prioritize the next steps in solving the root cause problem.



INTRODUCING THE BOARD OF DIRECTORS TEAM - PG 1



Katie McKay – CEO
Chief Executive Officer

Katie is a Master Practitioner of Neuro Linguistic Programming and is passionate about helping you, both personally and professionally, to achieve your goals. She believes in connections and collaboration and is also inspired by the friendships and support that fellow entrepreneurs can give to one another. No one understands you and what you're going through as a business owner like a fellow business owner does.

NLP allows her to look deeply under the surface, and her very honest and real attitude to life means she will tell you exactly what she sees and how you can change things to make your life and business better. Katie is all about showing you how you can be more visible, motivated, confident, focused and empowered. Working with her is a journey, not a sprint, but she guarantees that she will help you to become a better version of yourself, whilst also making great connections along the way.

Katie won Business Mom of the Year in 2019 and is the proud mum to two beautiful kids, Natalie and Jake who make every day a beautiful adventure.



David King – COO
Chief Operations Officer

David King is a PMI registered Project Management Professional, and in his current leadership role he drives corporate process alignment and coaching, as well as managing complex Programs. David's career started out in the UK as an Aircraft Maintenance Engineer which later led to a position as a Commercial Pilot and Flight Instructor. After getting a taste for projects, David's passion turned to project management and he rose to be Director, Program Management Office.

David is passionate about standardizing consistency of execution, empowering cross functional team members, clearly defining roles and responsibilities and providing structured training sessions throughout execution. This creates a cohesive, energized team which leads to increased collaboration, communication and effectiveness, which are all significant contributors to project success.

When not engaged in training and team alignment, David can be found with his family on the Lakes of BC attempting to land the big fish, but always references the one that got away. David's enthusiasm, passion and determination in educating and coaching others in project management, has earned him the nickname "Energizer Bunny".

INTRODUCING THE BOARD OF DIRECTORS TEAM – PG 2



Adrian Starks – CCO
Chief Communications Officer

Adrian is a Keynote Speaker, Bestselling Author, and Personal Development Coach. His mission is to help entrepreneurs, students and organizations with teams who are feeling stuck, uninspired or unfulfilled. Giving them tools and strategies to get out of the ruts they are in, Adrian will empower these individuals to become their own Champions, no matter how stressful their environments may be.

Adrian's entrepreneurial journey began as the Founder of Champion Up®, with a philosophy that began with the desire to help everyone see that they can courageously make their own changes, and become their very own Champion in any endeavor.

“Why am I doing this? I love seeing people simply become better and happier human beings by creating fulfilling realities from their ideas or visions. The excitement I see on their faces when they realize that they can courageously take a look at any circumstance and begin to make their own productive changes within that challenge, gives me goosebumps.”



Donna King – CFO
Chief Financial Officer

Donna is a fourth generation entrepreneur and financial consultant. She has worked with money or cash management for most of her career. What started out collecting fines for the legal system or collecting debts for private enterprise progressed into bookkeeping with an accounting firm. This gave her a solid understanding of what you need to run your business and what you accountant needs to prepare your year-end financials and tax returns. After many years in this field and 2 children later, she set up her consulting company Beyond Balanced Books.

Donna has a passion for helping business owners understand their financials and how best to utilize their money to grow their business in the quickest way possible. Her unique approach focuses on not only the business cash flow but how personal cash flow affects the business growth as well. She has a way of explaining numbers that makes them less scary. Donna delivers her advice with humorous flare backed up with solid accounting practices.

When not working on ways for your business to grow Donna can be found hanging out with her family at various camp grounds, lakes, parks and community events ... But don't make her cross or she will bring out her "Mary Poppins" voice on you!

THE PROCESS



A project involves overseeing a lot of moving parts, oftentimes from different people. By completing this project the way that we did, we were able to gain insights from multiple people on how to come to a solution for a common goal.

Through this process, we conducted in an exercise consisting of the 5 why's. The 5 Whys technique is a simple and effective tool for solving problems. Its primary goal is to find the exact reason that causes a given problem by asking a sequence of “Why” questions. Why is this an issue? Why is this occurring?

We continued asking questions until we found a root cause to the problems. When we found this, we were then able to determine possible solutions to the problem.

This was a great team building activity and really demonstrated to us the power of collaboration, which is a powerful Value that Connect Now has had from its onset. It was interesting to see things shift throughout this exercise, because in the beginning the things that we thought were the problem were ultimately very surface level. Upon doing this exercise and going through this specific breakdown we were able to determine the root cause and ultimately come up with a more accurate and effective solution.

At the end of this meeting, we were joined by Sarah Wayte Photography and each of the leaders received head shots for their own business use.



OUR EVALUATION PLAN

We have been able to analyze what the team has come up with. From there, we will prioritize the different tasks, looking at what will be a quick fix and what will be a longer term strategy. Ultimately, the goal is to take the root cause of these problems, come up with a solution to those problems and implement them in such a way that will allow us to see results immediately, as well as for the long term success and growth of the organization. We will conduct evaluation activities and use success or performance indicators to measure the progress of the project plan.



**"SUCCESSFUL PEOPLE DO WHAT UNSUCCESSFUL PEOPLE
ARE NOT WILLING TO DO. DON'T WISH IT WERE EASIER;
WISH YOU WERE BETTER."
- JIM ROHN**



Connect Now
BUSINESS NETWORK

Whether you're an entrepreneur just starting out, or a business owner with years of experience under your belt, Connect Now is here to offer you a unique mixture of in-person and online meetups, events, seminars, summits, resources, and training to help you take your business to the next level.

With chapters throughout the Greater Vancouver area, you get access to our tried and true in-person networking meetups, new and exciting online platform, and robust and inclusive online social network of members.

Find a location near you now!



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Growing Businesses
CONNECTING ENTREPRENEURS

Meet the **Executive Team**



Katie McKay
Chief Executive Officer



@katiemckayca



David King
Chief Operations Officer



@dking-consulting



Donna King
Chief Financial Officer



@beyondbalancedbooks1



Adrian Starks
Chief Communications Officer



@adrianstarks

Connect Now was created because we need each other to fulfill our purpose. Life as an entrepreneur can be isolating, and Connect Now is where you can find your circle of support, business owner to business owner, professional to professional, person to person. Whether you are a member, sponsor, or leader, Connect Now is here to help you build your business. Join our community of like-minded business owners and professionals. Our executive team is proud to support you in your journey.



Connect Now
BUSINESS NETWORK

GROWING BUSINESSES through connecting ENTREPRENEURS

Connect • Learn • Grow

Our Community

Our culture is built on reciprocity and meaningful interactions. Any systems or formulas we provide are for the purpose of allowing people more time for live, human interactions. Giving them proven structures and strategies so that they can pour more time into the parts of their business and life that they love.

Networking

As a member and attendee, you will experience a warm and welcoming, yet well organized and professional environment. Be prepared to share your business story in a 30 Second Power Introduction (elevator speech) speed round format. Bring lots of business cards! Get connected, learn, and have fun!



Meetings

Meetings are available in person and online at various locations. There are multiple chapters to visit.



Workshops

From mindset and sales to project management and tax preparation, we are here to support your growth.



Connection

Meet and connect with like-minded professionals that are looking to make a difference in their industry.

Contact Us

www.conectnowbusinessnetwork.com

www.facebook.com/connectnowcommunity
www.instagram.com/connectnow_businessnetwork
www.twitter.com/Connect_NowBN
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