



The Grace-filled & Confident Way to Say “No”

Prioritizing Your School’s ToDo List (and yours)

Session 1

MNSAA Fall Conference
November 4, 2024

Smart

Healthy

www.escalleadvisors.com

LET'S TALK!

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Operationally Vital

Escale Advisors

Lead Coach

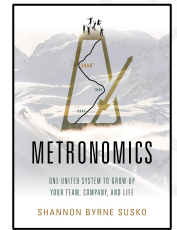


Escale Advisors

Sustainable & Funded Growth Origins



ESCALE ADVISORS
Strategic Coaching. Advancement Leadership.



METRONOMICS
COACH

fallon

MOODY'S
RATINGS



the *amazing* parish



1998

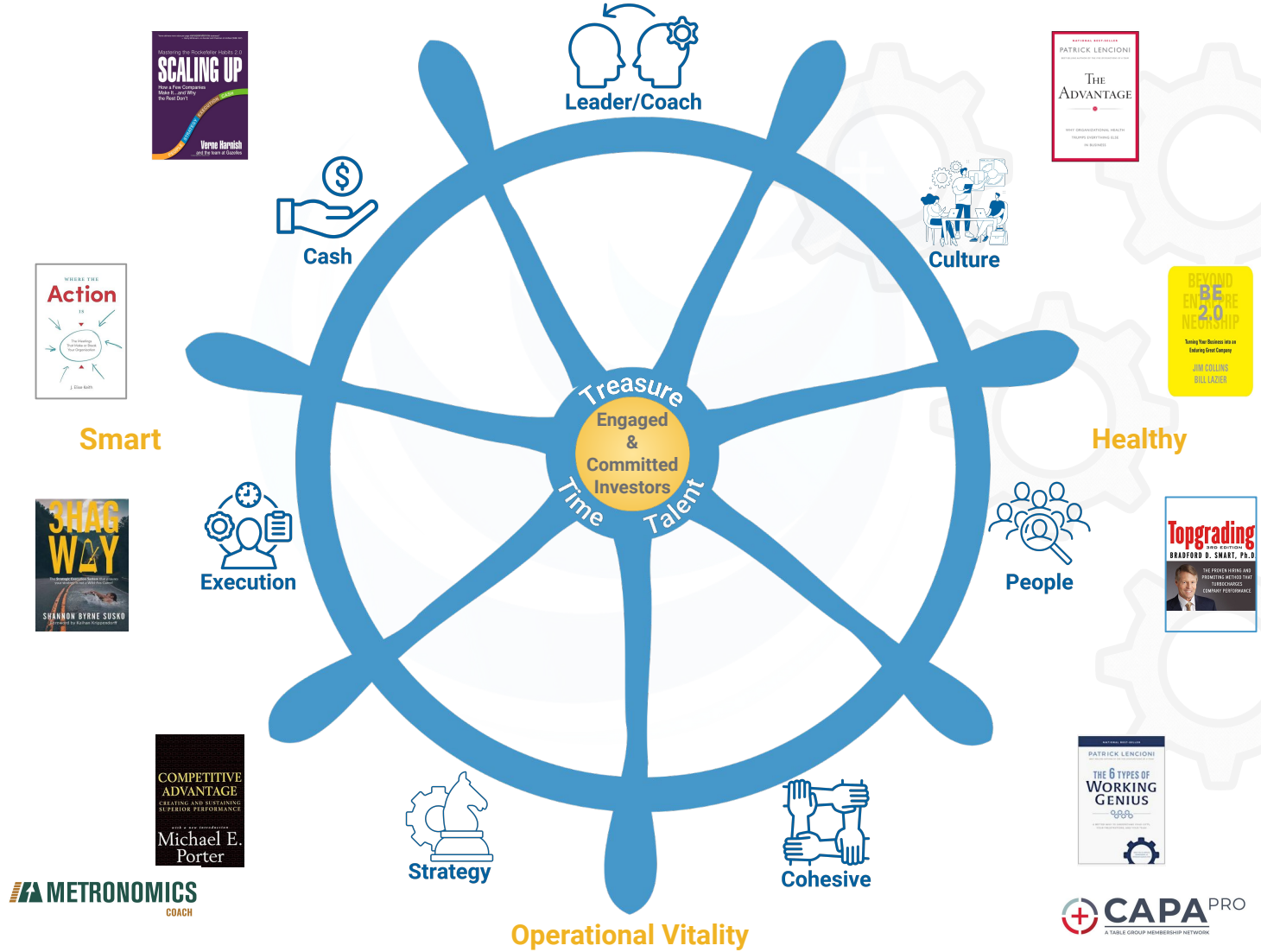
2006

2014

2022

Sustainable & Funded Growth Framework

Durable & Embedded Leadership & Management



Session Objectives

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Session Objectives

- **Mindset & Key Behaviors**
 - High-Growth Mindset
 - Circle of Influence Focus
- **Planfulness**
 - Daily Planning
 - Rocks First
 - A School's High-Growth Priorities
 - The Six Critical Questions
- **Where to Start**

High-Growth Mindset

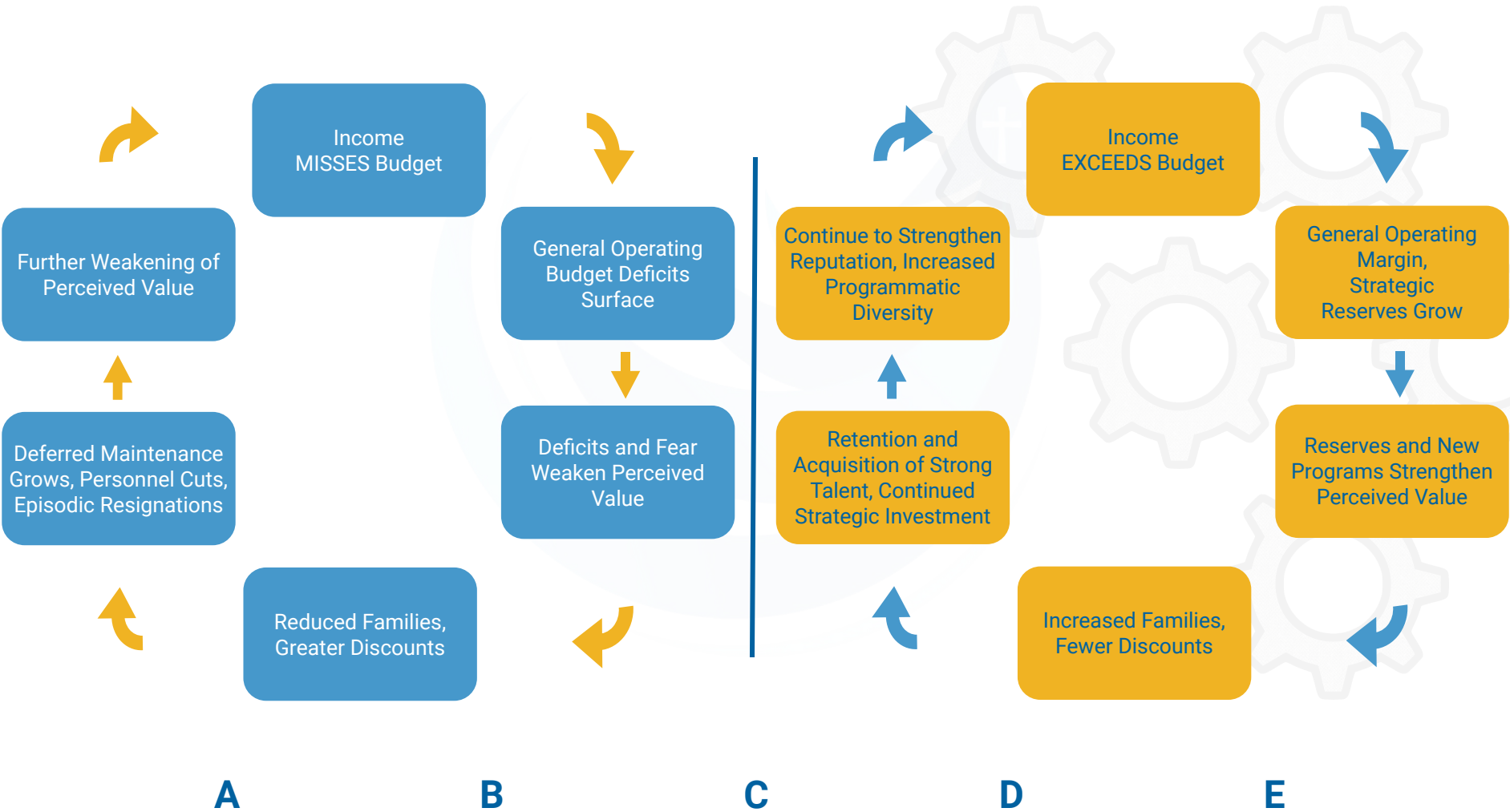
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Mindsets & Behavior | High-Growth Mindset

Scarcity vs High-Growth Mindset



Circle of Influence

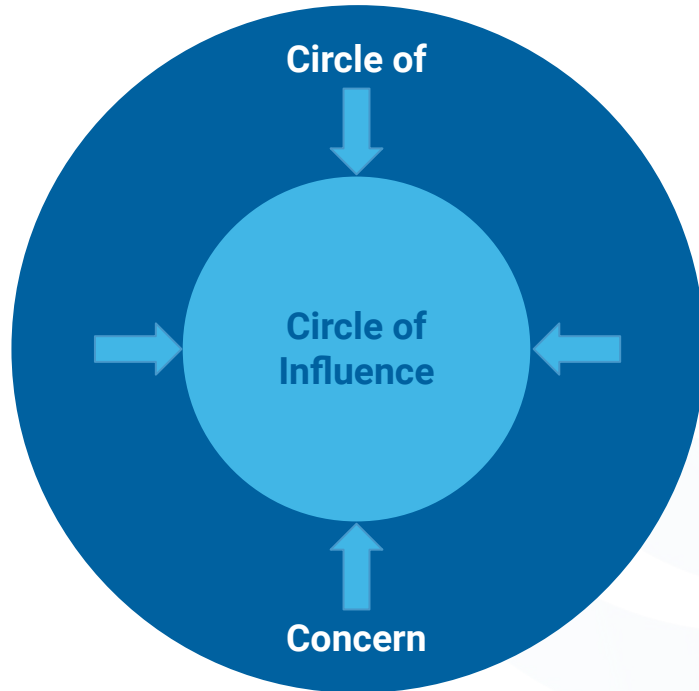
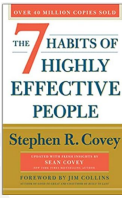
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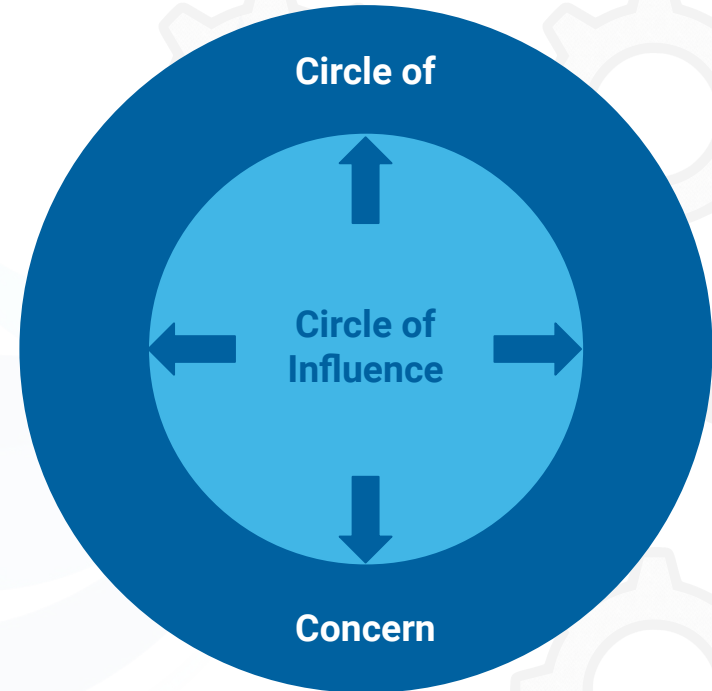
Mindset & Behavior | Circle of Influence

Why do we exist?



Reactive Focus

Negative energy reduces Circle of Influence



Proactive Focus

Positive energy enlarges Circle of Influence

A

B

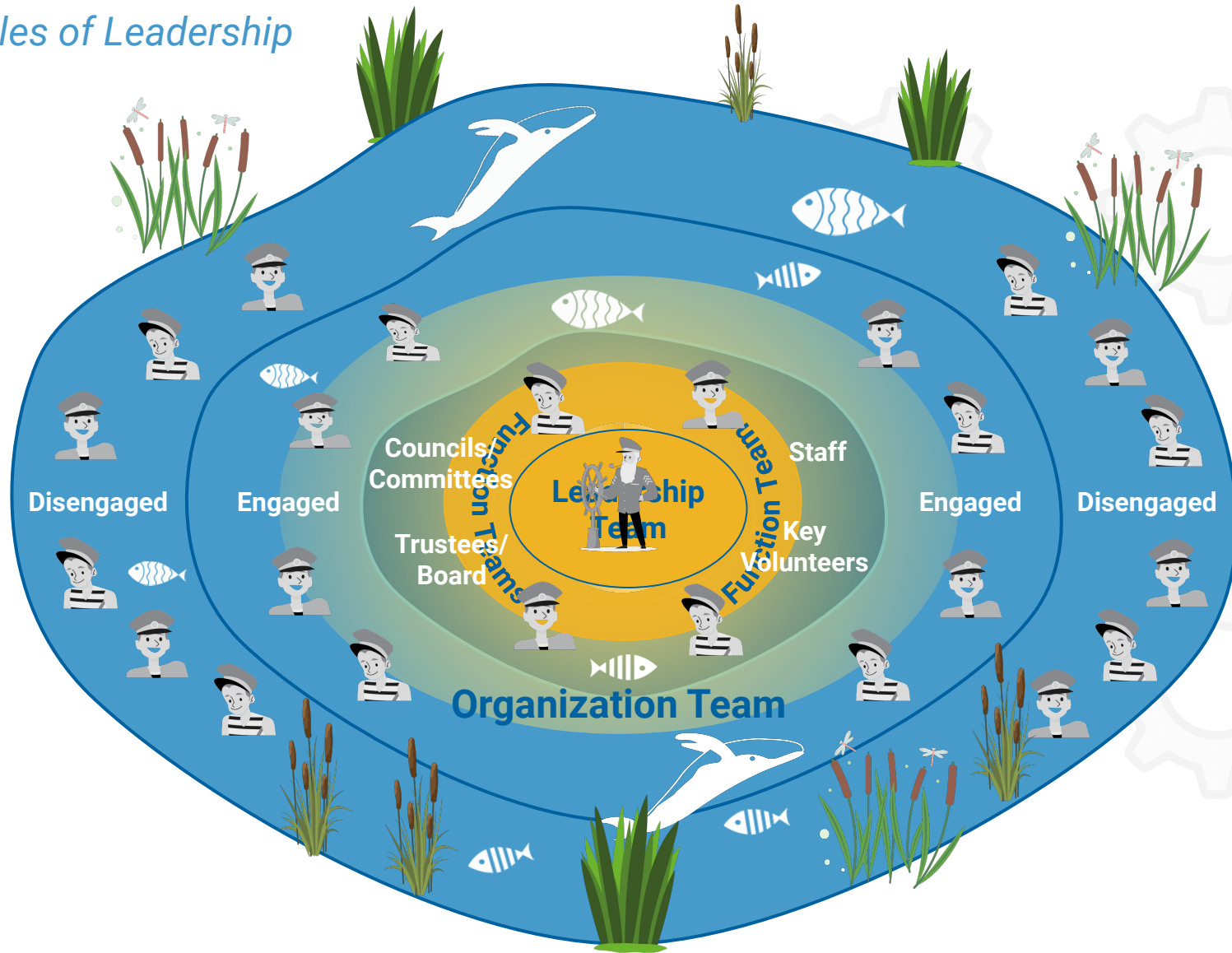
C

D

E

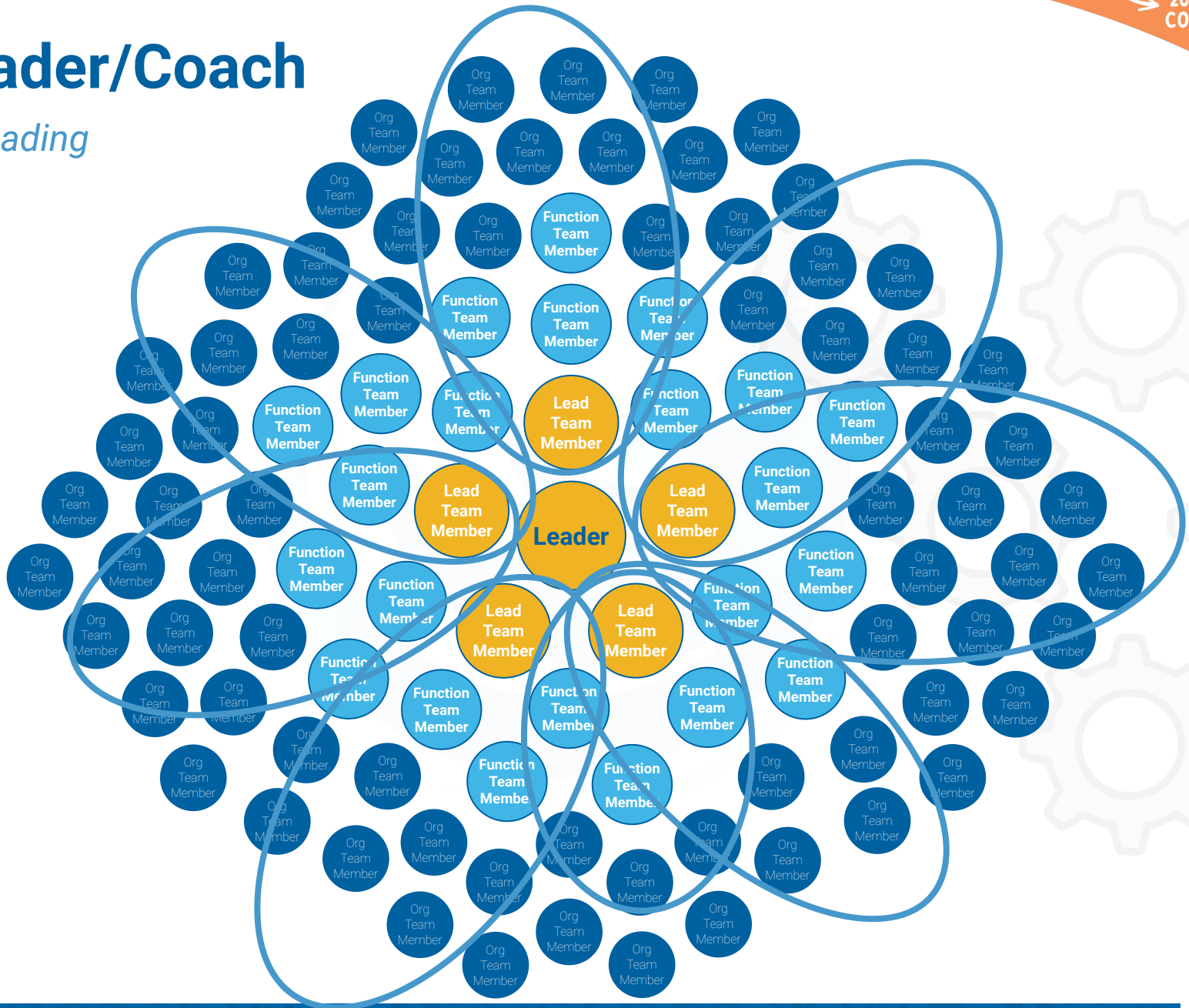
Leader/Coach

Ripples of Leadership



Leader/Coach

Cascading



Daily Planning

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Planfulness | Daily Planning

The Full Focus Planner

How do you plan your day?



The collage displays four pages from the 'Full Focus Planner':

- Goal Detail (Pages 6-7):** Features sections for 'GOAL SUMMARY', 'KEY MOTIVATORS', 'NEXT STEPS', 'YOUR REWARD', and 'STREAKTRACKER' with checkboxes for various goal categories.
- Weekly Preview (Pages 48-49):** Includes 'Step 1: MY BIGGEST WINS', 'Step 2: AFTER ACTION REVIEW', and 'Step 3: LIST SWEEP' for reviewing the week and planning ahead.
- Monday (Pages 74-75):** Shows a daily planning page with a 'DAILY WING' section for task prioritization and a vertical timeline for the day.
- Notes (Page 75):** A section titled 'A goal is not about what you accomplish, it's about what you become.' with a space for 'NOTES'.

Planfulness

Productivity-High Performance Planner

Brendon Burchard Presents
 **HIGH PERFORMANCE ACADEMY**
www.HighPerformanceAcademy.com

BRENDON BURCHARD'S
1-PAGE PRODUCTIVITY PLANNER

PROJECTS

<p>Project #1: _____</p> <p>5 big things I must do to move this project forward:</p> <p>1. _____</p> <p>2. _____</p> <p>3. _____</p> <p>4. _____</p> <p>5. _____</p>	<p>Project #2: _____</p> <p>5 big things I must do to move this project forward:</p> <p>1. _____</p> <p>2. _____</p> <p>3. _____</p> <p>4. _____</p> <p>5. _____</p>	<p>Project #3: _____</p> <p>5 big things I must do to move this project forward:</p> <p>1. _____</p> <p>2. _____</p> <p>3. _____</p> <p>4. _____</p> <p>5. _____</p>
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PEOPLE

<p>People I need to reach out to today. <small>List the people you have to reach out to today no matter what:</small></p>	<p>People I'm waiting on. <small>List the people who you need something from to move forward:</small></p>
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PRIORITIES

The main things I must complete today, no matter what.
List the priorities and to-dos that must be accomplished today and DO these before getting trapped in your inbox and other people's agendas.

"Beware of your inbox, it's nothing but a convenient organizing system for other people's agendas. Your goal is to always keep the main thing the main thing in your life, whatever it may be. Focus today. Use your psychology, physiology, productivity, and persuasion skills to amplify your energy and results. It's your time. Today. Live. Love. Matter." - Brendon Burchard, Founder of High Performance Academy. Get free videos at HighPerformanceAcademy.com.

Rocks First

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Planfulness | Rocks First



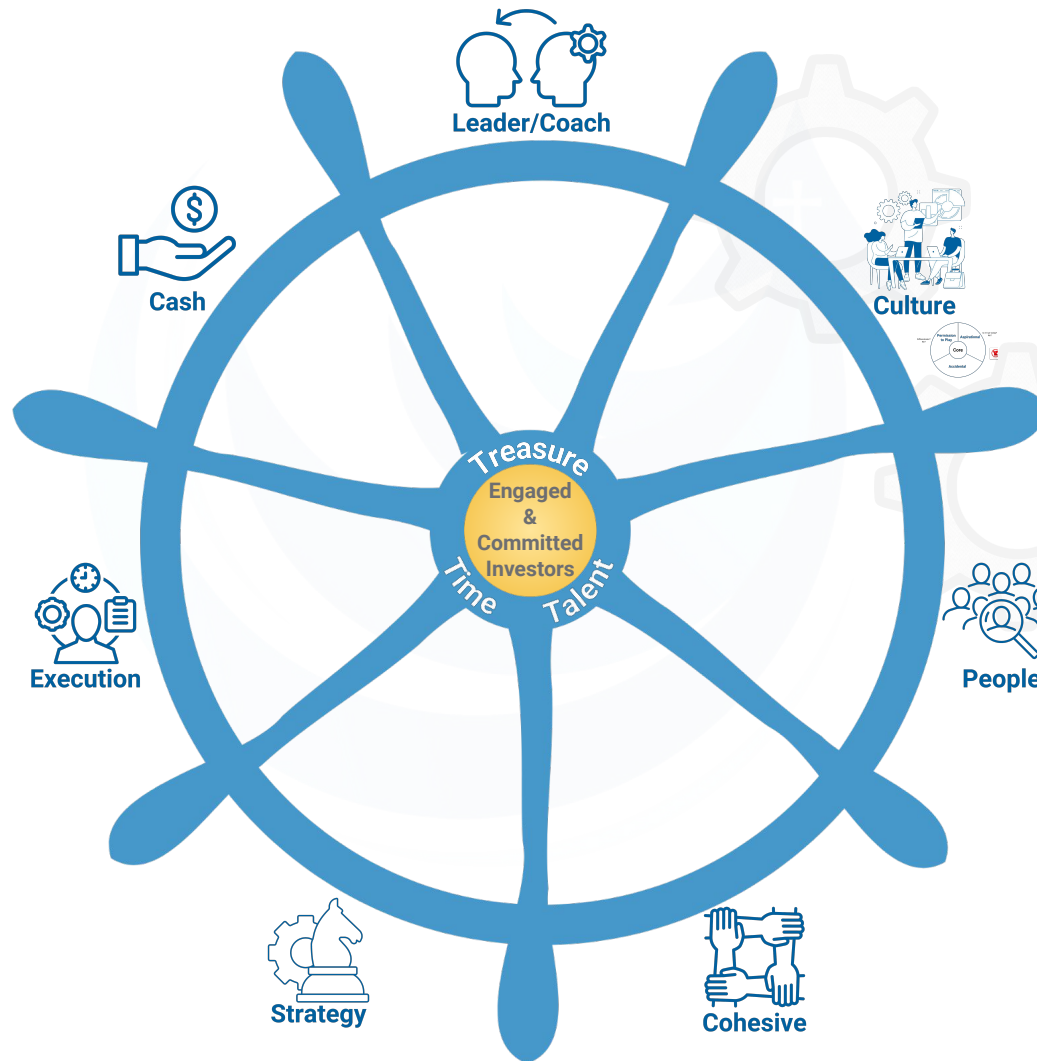
Strategic Clarity

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Sustainable & Funded Growth Framework



Planfulness | Strategic Clarity

What is your definition of Strategy?

Strategy: The creation of a unique and valuable position, involving a different set of activities.

Michael Porter

Compete to be unique!

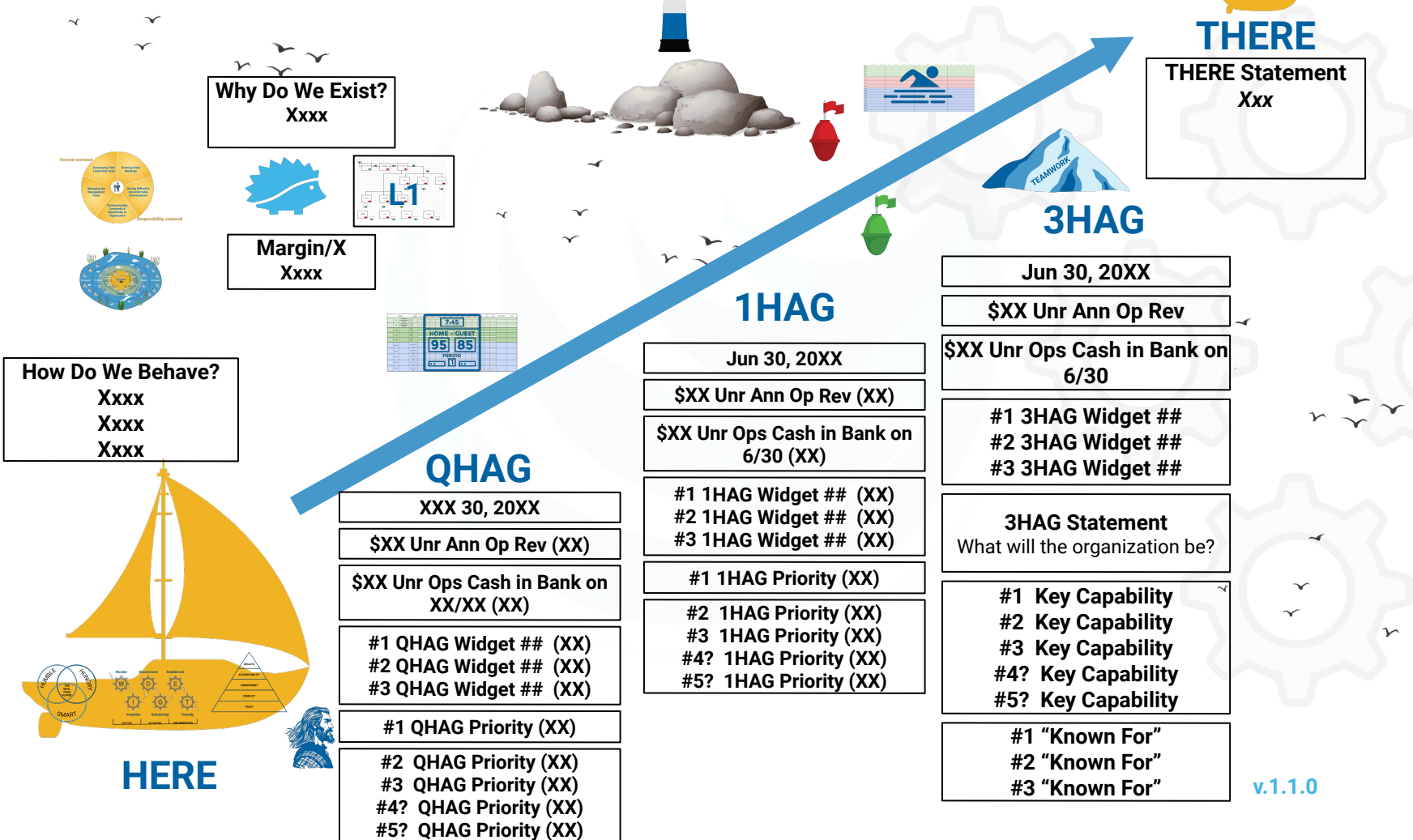
Planfulness

Organizational Clarity



Planfulness | Create Clarity

Organizational Clarity Map



Planfulness

Six Critical Questions



- **Why do we exist?** This question helps define the school's core purpose and reason for being.
- **How do we behave?** This question helps identify the school's core values and key behaviors.
- **What do we do?** This question helps define the school's activities and what business it's in.
- **How will we succeed?** This question helps define the schools strategy or plan for success.
- **What's most important, right now?** This question helps identify the school's top priorities.
- **Who does what?** This question helps define who will do what by when.



Planfulness | Strategic Clarity

**Success of your school is based upon
NOT what you say yes to, but rather
leadership's CLARITY, CONFIDENCE,
& COHESION to know what say NO to.**

Where to Start

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Where to Start

- **The Leader Goes First**
 - Choose/Refine Your Daily Routine
 - Choose/Reaffirm “Circle of Influence” Mindset
- **Go Together**
 - Choose/Refine your A-Player Team
 - GEMO Your Schools 6-Critical Questions
- **Just Go**
 - Proceed with Prudence, Priorities & Patience while always listening with the Ear of Your Heart

Questions? Take-a-ways?

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Thank You!

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