

Actionable Takeaways

- **Static annual budgets block agility. Move beyond them to continuous planning.**
- **Don't wait for perfect plans. Get directional correct and start making changes.**
- **Simplify forecasting by use logic diagrams to build driver based models that use physical measures for automatic.**
- **Separate performance-based compensation from annual plan/budget.**
- **Focus on key drivers. Don't let noise distract you.**
- **Work to support decision making to drive results.**