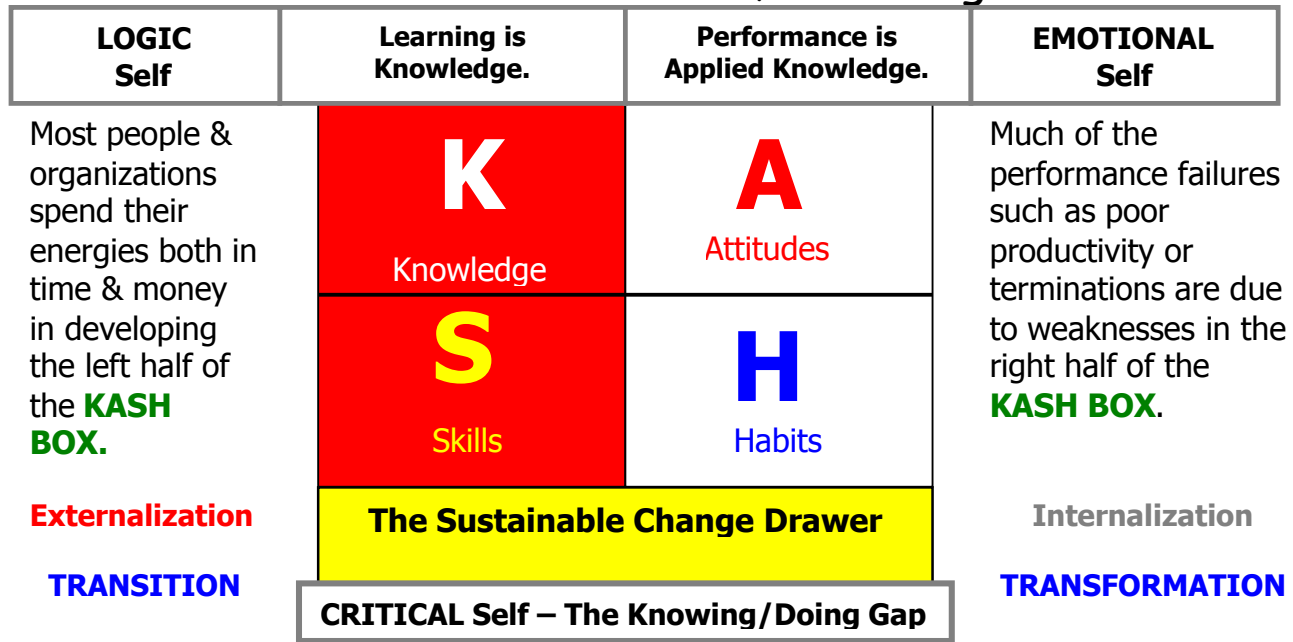


# Understanding the **CASH** Flow in Your **KASH** Box to Build Sustainable, Life Long **CHANGE**



## THE CHALLENGES

1. The first challenge is to understand the nature of the **KASH BOX**.
2. Challenge number two is to develop a strategy to equalize both sides.
3. Final challenge is to implement sustainable **CHANGE** within the **KASH BOX**.

## SUSTAINABLE CHANGE CHECK LIST

1. If current attitudes and habits are the result of many years of behavior, will an 8 to 12 hour workshop actually produce sustainable outcomes?
2. If most learning focuses on the left side and is delivered using traditional outside-in externalization strategies e.g. lecture, limited fieldwork applications, would not a more sustainable internalization learning strategy actually come from an inside-out focus?
3. Do we consistently achieve all of our personal goals and professional goals? Are our work lives in balance with our personal lives? Do we have a proven tool to turn our dreams into reality?
4. Are the performance/training dollars actually increasing our **KASH BOX** (ROI) **DRIVING RESULTS** or draining our **CHANGE** drawer?
5. Do potential solutions deliver a working smarter and not harder culture by eliminating waste and adding value?
6. Are potential solutions aligned with our **STRATEGIES**, **SYSTEMS** and **PEOPLE**?
7. Do your employees know how to do the task, but **DON'T WANT** to? If the answer is YES, then possibly your solutions address only the left side of the **KASH BOX**?
8. Is our organization or am I always in transition and fail to achieve sustainable transformation?



## DRIVING RESULTS