

Exercise 1: Your Delegation History

Write down a delegation success story

- ✓ Who was the delegee?
- ✓ Why was the process successful?
- ✓ Break down why it was successful by training/process/delegee

Write down a delegation success failure story

- ✓ Who was the delegee?
- ✓ Why was the process successful?
- ✓ Break down why it was successful by training/process/delegee



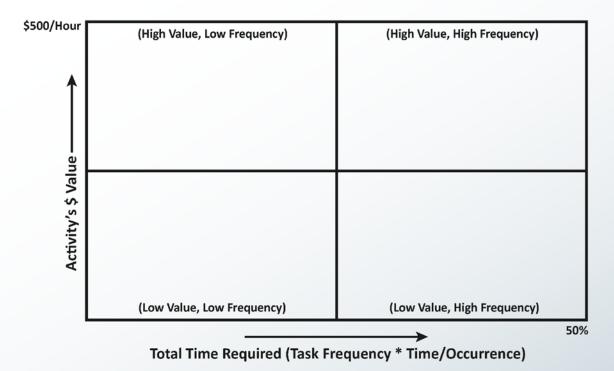
If you had a do-over, how would you change one of these scenarios?



Exercise 2: Finding Your Delegation Line

Step 1: Plot and label your activities

Delegation Grid



Step 2: Draw a line with ½ below, ½ above – this is your Delegation Line

Step 3: Pick one or two of the activities below the line to delegate

Step 4: Stay tuned for the rest of the 98/2 process for details how you can most effectively delegate these tasks

Step 5: What high impact activities will you do with your new-found time?



Exercise 3: Using the Delegation Grid

What work is below the line?

What work should you delegate?



What work will you delegate?

What are the obstacles?

Which of these obstacles are legitimate and which are yabuts?



Exercise 4: Real-world Takeaways

What can you learn from Anne?

What tasks are you "bundling"

What is the real Picasso work in these tasks?



Exercise 5: Personal Action Steps & Accountability

Write down what you will accomplish in the next month

Write down what you will accomplish in the next year

Why is it important?

What will it mean to the organization and you personally?



Accountability Worksheet

What do you need to be held accountable for?

What will you DO to hold yourself accountable?

- Positive trap?
- Accountability partner?
 - From group
 - o Group leader
 - No friends or family

Who will you enlist to help with your goal?

What is their role?

Feedback and follow-up

- **This session will help my business**
- This session will not impact my business
- I would like to discuss this topic in more detail with the group leader
- I could use some coaching/consulting on this topic, please contact me