 Urgency What is the problem? Why is it important to solve now? 	 Solution What would you like to do to solve the problem Why do you think this is the solution?
	Success How would you determine if the solution prope What do you need to see? What might you nee
Impact • Who does this problem impact? • How does it impact them?	Force Field Analysis • What are the factors propelling you forward? • What are the factor resisting you, pushing you

Objections and Responses

- What are the top objections to the solution?
- How would you respond? What would you need to respond?



First Critical Actions

• What are your first key, critical goals or actions you need to take?

