

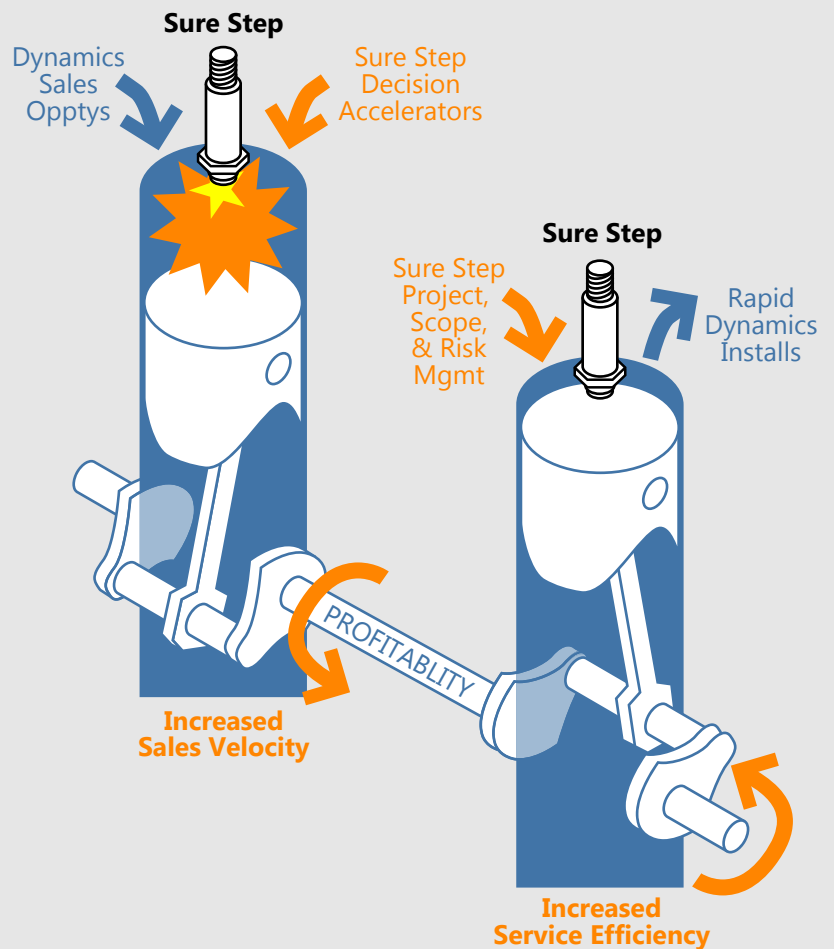
Sure Step Facilitated Adoption Workshop

The top 25% of Microsoft Dynamics Partners call implementation a core competency, according to research such as IDC's **Eight Steps to Partner Profitability**. They have invested in, and dedicated their organizations to, the adoption and execution of their implementation methodology. For these top partners, implementation is more than just a service, it is an engine for stable growth and profitability. Can you say the same?

Should you attend the Sure Step Facilitated Adoption Workshop? Ask yourself these seven questions:

1. Is your existing Implementation methodology acting as the engine for stable growth and profitability?
2. How does your implementation methodology compare against those of the top performing Microsoft Dynamics partners?
3. How does your management team rate your implementation methodology?
4. Do you know the top issues that hold you back from developing your methodology into a core competency?
5. Do you have a solid plan to develop your methodology into a core competency?
6. Are your managers armed with the necessary knowledge of Sure Step to be successful?
7. How familiar are you with the directions required to steer your company through change?

The Sure Step Implementation Methodology provides the spark of your profitability engine



The Sure Step Facilitated Adoption Workshop answers these seven questions and more. Sign up for the 1-day workshop today.

[Program Details >>](#)

Sure Step Facilitated Adoption Workshop



The Sure Step Facilitated Adoption Workshop answers all seven questions and more. Through the six phases of the 1-day workshop, you will: determine if your methodology really is an engine for growth and profit. Compare your methodology vs. those of the top performing Dynamics partners. Understand how your management team and key individuals in your company rate your implementation methodology. Get a firm grasp on the top issues holding your company back from making progress. Develop a solid action plan to turn your methodology into a core competency. Learn the basic rules that should govern your actions and guide your internal compass through times of change.

Start. Getting Aligned

- Gather your V-team and confirm your goals in taking the Assessment.
- Complete the Implementation Methodology Adoption Assessment
- Complete project review templates

Step 1. Map Your Position

- Review your Adoption Assessment, focusing on key competencies and differing points of view
- Develop a consensus on "where you are today" and highlight critical gaps toward adoption

Step 2. Sure Step Unmasked

- Review of the Sure Step Methodology
- Understand what makes Sure Step unique
- Learn how Sure Step can help address critical gaps identified in step 1

Step 3. Sure Step New Behaviors

- Change Management: understand potential perils and basic rules for adopting change
- Coaching: learn the basics of coaching change, and assess your coaching culture
- Rhythm of the Business (ROB): develop a plan to track your progress

Step 4. Headlights On

- Identify your goals and milestones toward reaching your goals
- Identify the key obstacles in your way
- Develop your unique roadmap that will enable to to achieve your goals

Finish. Did we do what we said we were going to do?

- After 100 days your key people take a reassessment to gauge progress.
- Any barriers are identified and a plan developed to address them
- Record your successes and communicate them broadly
- Keep the momentum going!