

GoalTrak® User News #8
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Gas is \$3.50/gallon; airlines are beginning to raise prices; imported rice is being exported back to country of origin! What a mess. GoalTrak®, however, is on a roll! How can it help organizations compensate for some of this current economic madness? Glad you asked!

Consider: Over the last decade, organizations have cut about as far as they can. Anymore, and they won't have enough people to even turn on the lights. As we know, the answers lie with the people in the organization. They have solutions waiting to happen. Our role as consultants and Strategic Development specialists is to assist leadership in the challenge of creating an environment that invites input/feedback from everyone. To help them create goal systems that perpetuates performance improvement. After we've done our magic, however, what happens? In many cases, unless we remain on the scene in some manner, slippage begins.

Enter *GoalTrak®EV*. If the organization's Vision, Strategy and goal systems are in *GoalTrak®EV*, and you are a mentor/user on the system, you can consistently access actual performance against targets and provide real-time observations and recommendations to the leadership group. They can make the appropriate adjustments and get back on track. The client, meanwhile, has saved on travel expenses and time, because even remote locations can be managed without face-to-face events. Results Management meetings can be held on the Web. Performance Appraisals can be conducted right in the *GoalTrak®EV* system. And, to top it off, you're getting your monthly retainer without leaving your office. You're a hero!

By the end of April, we will have 10 live client user organizations with an average of 9 management users each on *GoalTrak®EV*. What are you waiting for? This is your invitation to join the burgeoning crowd of satisfied *GoalTrak®EV* resellers and users. We'll be in Chicago from May 12th to 15th, exhibiting at the "The Best of OD Summit" conference. Our goal is to sign up 5 OD consultants who appreciate the value-add that *GoalTrak®EV* provides to their clients and to their own practices. Time is awasting!

In case you missed it, here's the link to our interview on [TechWeb's StartupTV](#). It's been viewed over 300 times!

Folks, this is the real thing. *GoalTrak®EV* was designed and built by a practicing OD consultant, not a techie with an idea. It embodies the best practices of Strategic and Organization Development and Operational Goal Systems; getting measurable improvement in performance and reducing down time due to meetings, travel and the never ending search for information in misplaced spreadsheets and other documents.

We're ready when you are!!

Regards,

Rich & Steve