

4A Model – an example – GLP Meeting

Our Client Work: A 2-year snapshot
A 1-hour meeting of staff and consultants.

ANCHOR



Meaningful Work (5 min)

Individually, reflect on the client work you were involved with over the last year. Make note of the work that felt especially meaningful to you.

ADD





The Breadth of Our Work (10 min)

Study your personal copy of the attached infographic. Hear a few important notes to clarify this data about the breadth of our work with clients in the past year.

- *What are your questions about the data?*
- *What are you seeing in terms of the breadth of our client work?*



<p>APPLY</p> 	<p>Balancing Breadth and Depth (15 min)</p> <p>One aspiration for our business is to expand our reach (i.e. number of clients, sectors of our work). But, we also want a small team that goes deep in our work with clients.</p> <ul style="list-style-type: none">• <i>What are your feelings about the balance we struck between breadth and depth last year?</i>
<p>AWAY</p> 	<p>Imagine (15 min)</p> <p>Imagine that it is one year from today and we are here studying a snapshot of our client work for this coming year. In small groups, explore:</p> <ul style="list-style-type: none">• <i>What would you hope to see in that data?</i>• <i>What would be a sign, for you, that we've struck the right balance between depth and breadth?</i>• <i>What is one step you will take to strike that balance?</i>