

# Getting Work Done Through Meetings

Do meetings you attend ever feel like a waste of time? What about the meetings you run? Whether you are a leader or an individual contributor, you can make the meetings you lead or attend drive a specific, targeted outcome. Leading Effective Meetings focuses on foundational practices that will improve every one of your meetings, and possibly even eliminate unnecessary meetings. Whether it is informative or creative, live in-person or virtual, every meeting can benefit from thoughtful frontloading, focus, and follow-up.



# **How to Lead Meetings Effectively**

Lead meetings that focus attendees' creativity on achieving specific outcomes by:

- Effectively preparing for meetings using frontloading.
- Focusing participants' attention to achieve the stated targeted outcomes.
- Following up on assignments or actions to ensure your meetings' targeted outcomes are actually achieved.



#### **CHALLENGE**

- Some new workers and even established employees lack skills to effectively run any meeting.
- There is less time than ever to devote to training, and attention spans are shorter than ever.
- Many individuals look for solutions to their challenges at the time of need.

#### **SOLUTION**

- This course teaches a few clear fundamentals that bring focus and purpose to every meeting.
- Learners can easily fit a 20-minute online module into any day and even come back to it as a refresher.
- Simple takeaway downloads highlight key principles to consider when preparing for any meeting.

## **Suggested Uses**

- Group this solution with Business Fundamentals<sup>™</sup>, Writing for Results<sup>™</sup>, and The 6 Critical Practices for Leading a Team<sup>™</sup> as an emerging-manager training solution.
- Include this solution at the start of any new project as a reminder of how to use meetings.

## **Support Other FranklinCovey Programs**

- Presentation Advantage®: Couple this with Writing for Results™ and Presentation Advantage® for a communications suite.
- Helping Clients Succeed®: Improve salespeople's communication skills by helping them run more effective client meetings.
- Project Management Essentials®: Every project can be aided or hindered by its meetings.
- The 6 Critical Practices for Leading a Team™: Emerging leaders will be responsible for calling and running meetings.
- The 4 Essential Roles of Leadership™: Leaders run and attend many types of meetings and need to ensure those meetings drive productivity.



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