

OPPORTUNITY OUTLINE

NAME		MEETING DATE		DOLLAR VALUE OF SOLUTION
1-2 SENTENCES THAT GET TO THE HEART OF THE MATTER (CONCERN, CHALLENGE, OPPTY, PROBLEM, FRUSTRATION). BEGIN WITH "HOW DO I..."	THE OPPORTUNITY/ ISSUE IS:			
FINANCIAL IMPACT; IMPACT ON PEOPLE, PRODUCTS, SERVICES, CUSTOMERS, VENDORS, FAMILY	IT IS SIGNIFICANT BECAUSE:			
WHAT I REALLY WANT TO HAPPEN.	MY IDEAL OUTCOME IS:			
SHORT, BULLET POINTS THAT IDENTIFY: - HOW/WHEN/WHERE /WHY IT STARTED - WHO THE PLAYERS ARE - KEY FACTS - TODAY'S STATUS - FUTURE IMPACT - OPTIONS YOU COULD TAKE, AND ONE YOU ARE LEANING TOWARDS	RELEVANT BACKGROUND INFORMATION:			
ONE OR MORE OF THE FOLLOWING (OR OTHER): HIGHER CONFIDENCE ON DECISION? POSSIBLE SOLUTIONS? ALTERNATIVES? CONSEQUENCES? MORE INFO CRITIQUE OF PLAN OPTIONS I'M MISSING? ON THE RIGHT TRACK? SHOULD I DO NOTHING?	HELP I WOULD LIKE FROM THE GROUP IS:			