A Business Paradox Slow Down to Speed Up



"Slowing down is sometimes the best way to speed up."

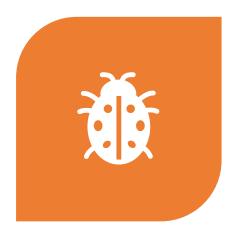
— Mike Vance

FINISHED FILES ARE THE RESULT OF YEARS OF SCIENTIFIC STUDY COMBINED WITH THE EXPERIENCE OF MANY YEARS

FINISHED FILES ARE THE RESULT OF YEARS OF SCIENTIFIC STUDY COMBINED WITH THE EXPERIENCE OF MANY YEARS



"Slowing down" is not...



DOING EVERYTHING AT A SNAIL'S PACE.

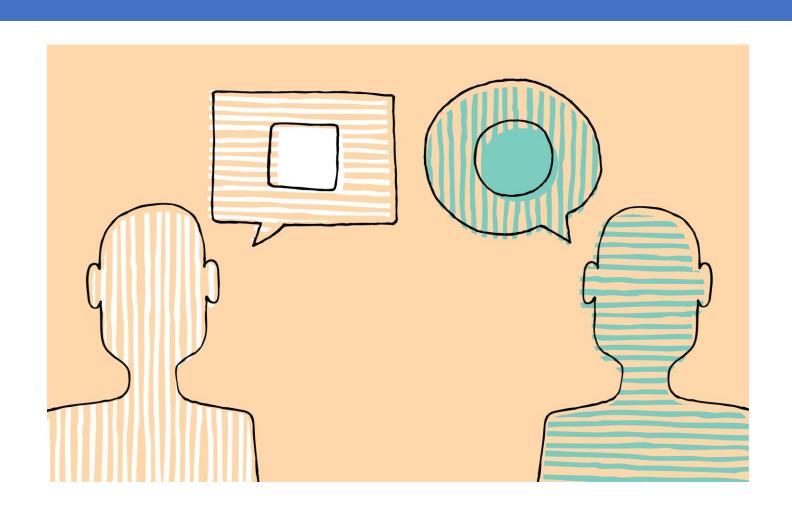


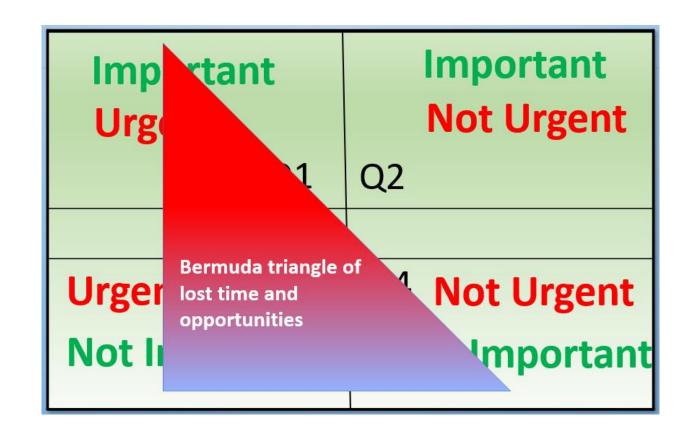
DOING LESS.



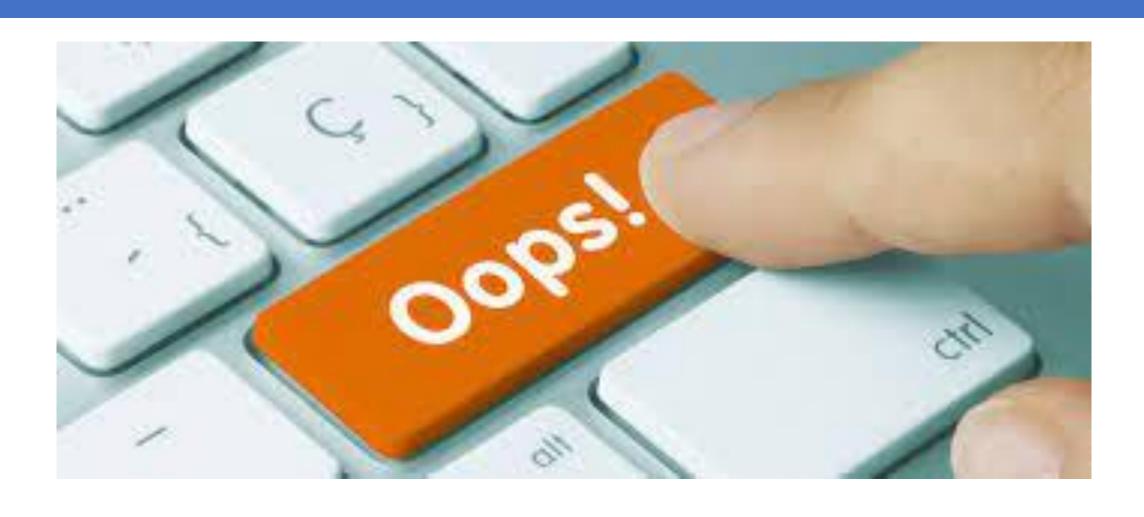
HAVING LOWER PRODUCTIVITY.

"Slowing down" is... A mindset



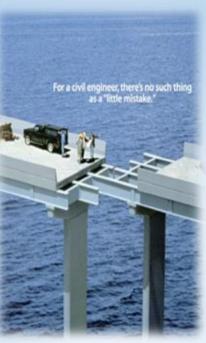


LACK OF INNOVATION

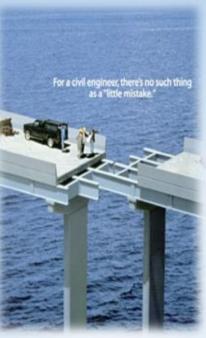






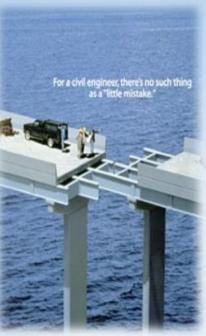
























Opportunities for slowing down

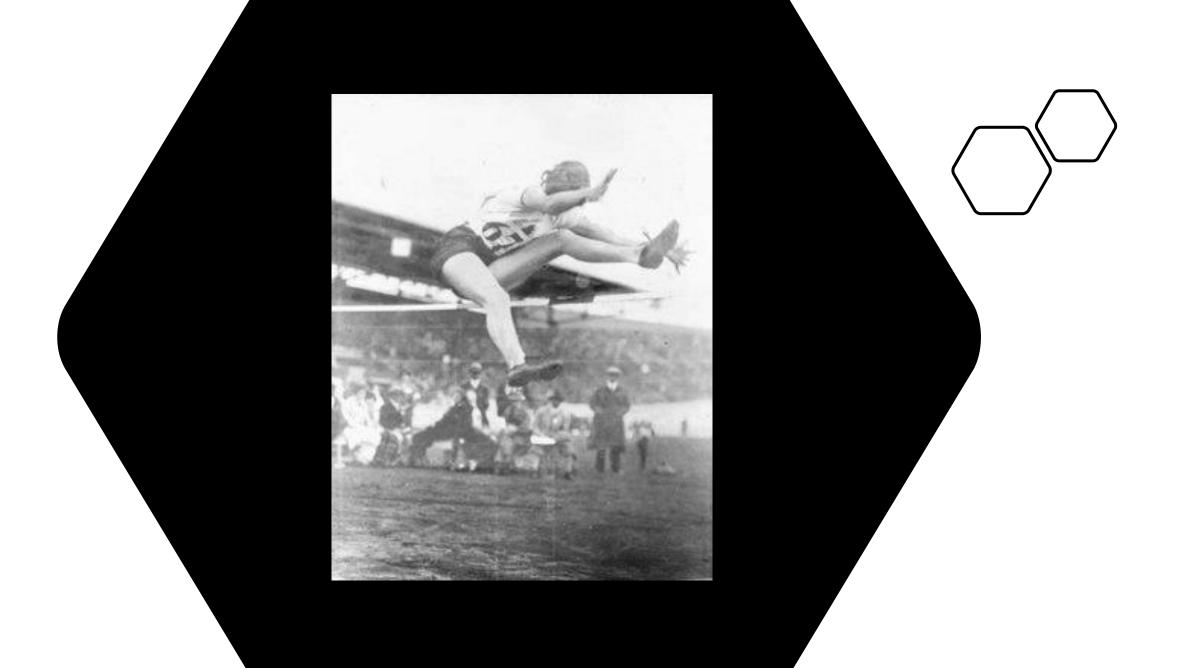


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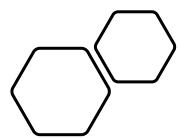












Look before you leap...







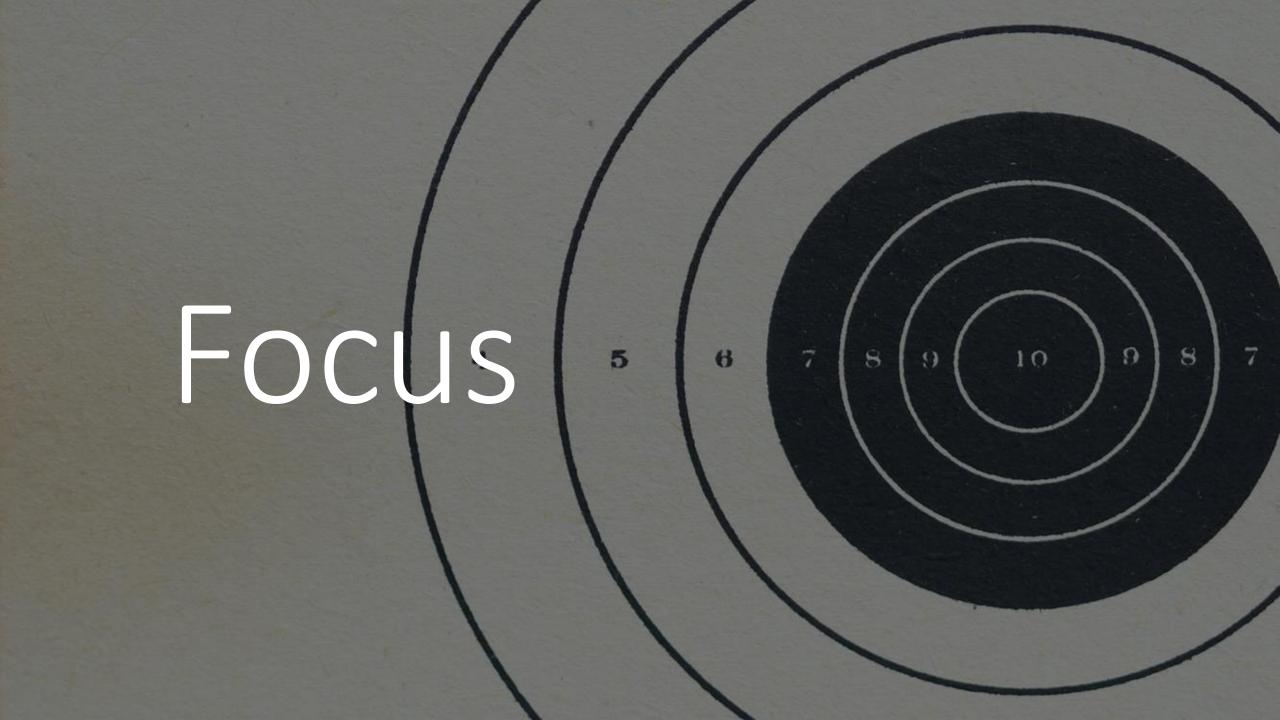
















Some call it multi-tasking, I call it doing something else while I try to remember what I was doing in the first place

MULTITASKING IS A MYTH

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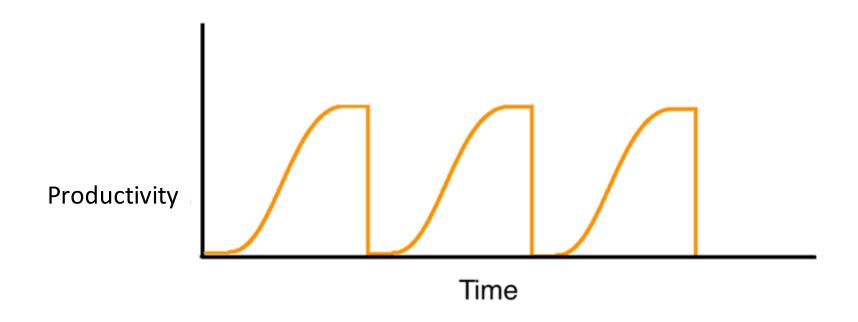


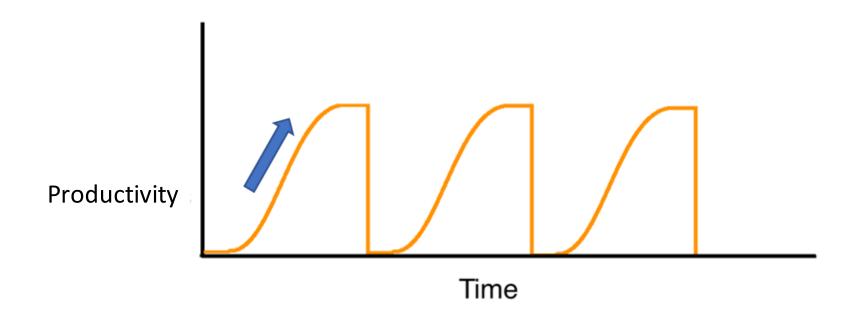
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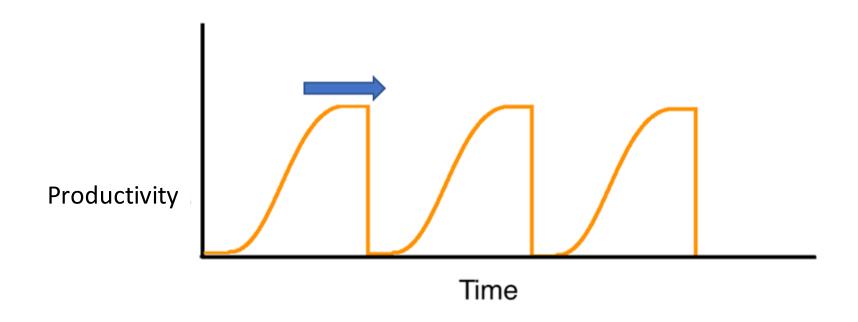
MULTITASKING IS A MYTH

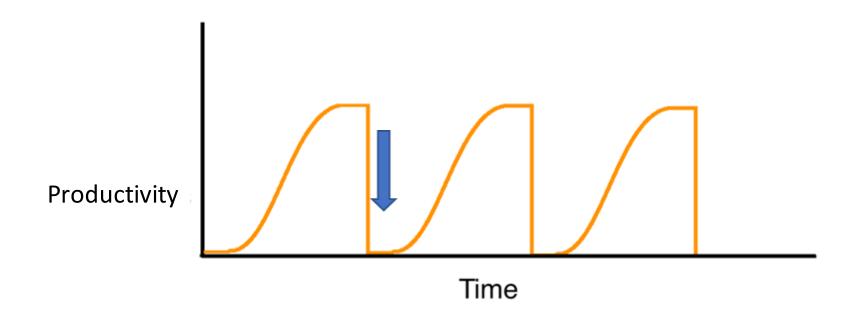
Multitasking =

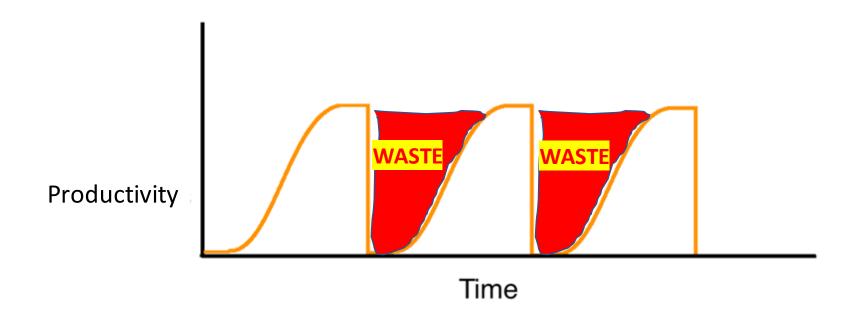
Screwing everything up simultaneously









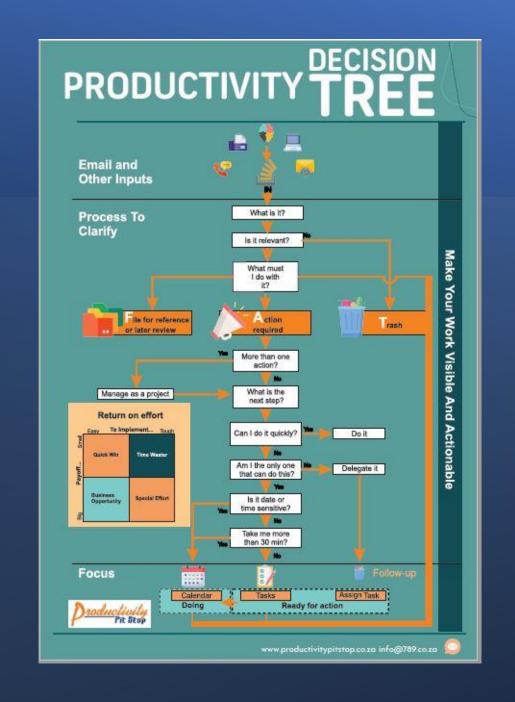


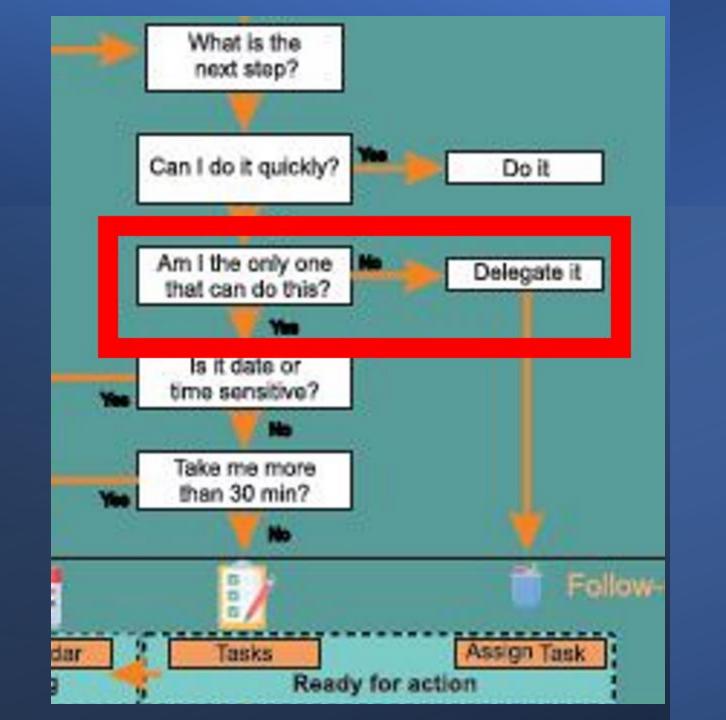
"You cannot multifocus."

- Kevin Horsley



You should only do what only you can do — delegate or outsource the rest.





Does It Work?

Ipswitch

Our workplace honours work and family balance.

We discourage unnecessary rules and bureaucracy.

Ipswitch

Encourages more personal time

No praise for weekend/after hours

Ipswitch

Staff turnover half of industry

Sales up 33%

KONE Americas

Slowing down at key times to use dialogue for deep diagnosis allowed business to power up – *Slow down to power up*.

Time "lost" at the front end translated into clarity, speed and strength.

Kone Americas

Customer satisfaction more than tripled.

Market share and profits rose significantly.

Employee engagement increased 30%.

Safety incidents dropped over 70%.

So is slowing down crazy...

... or can it produce superior results?

It works for business

... and for people



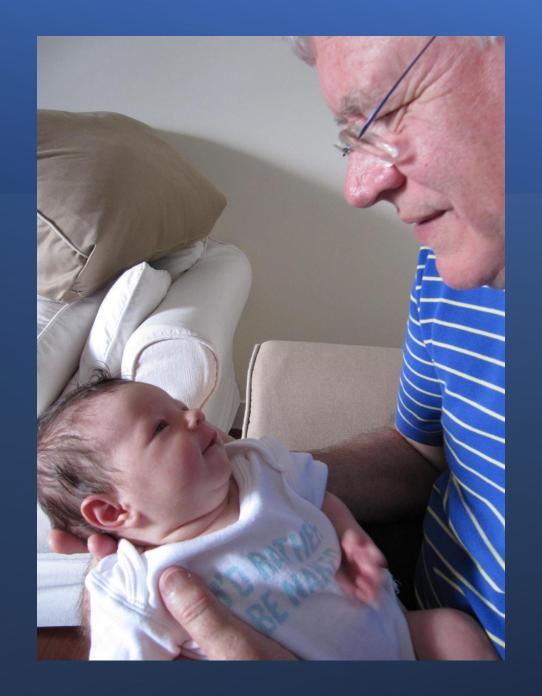








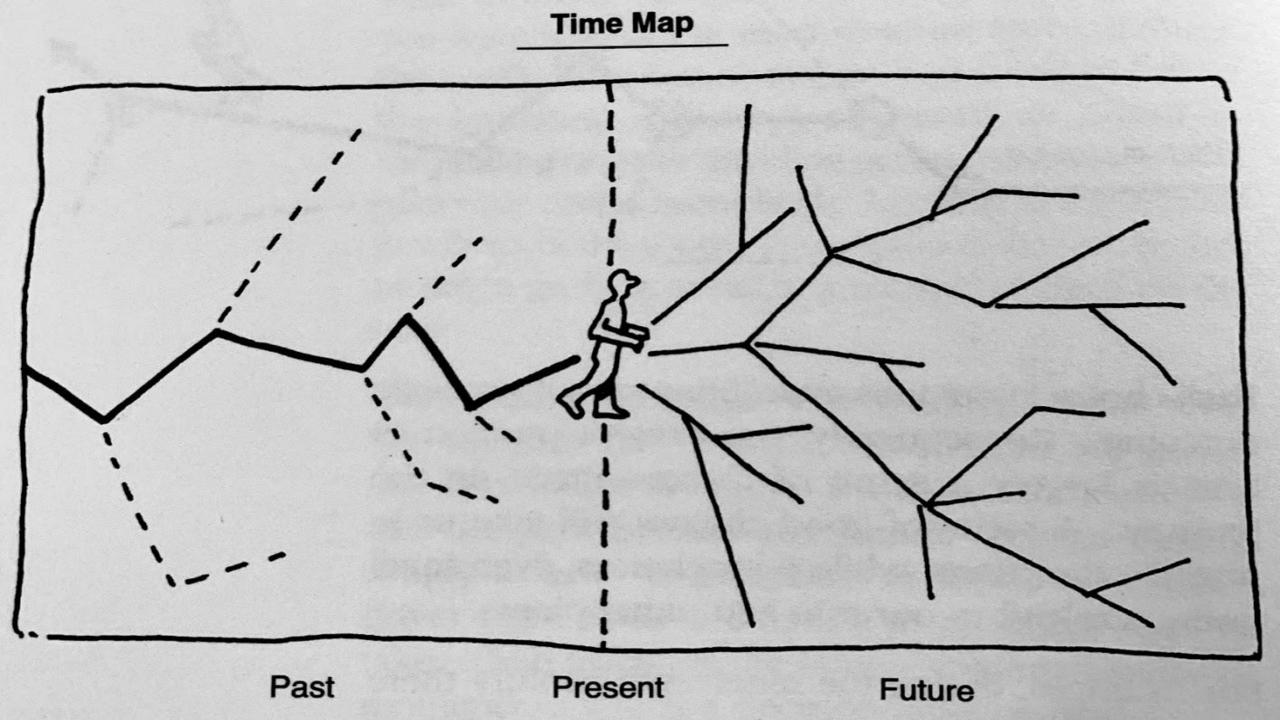


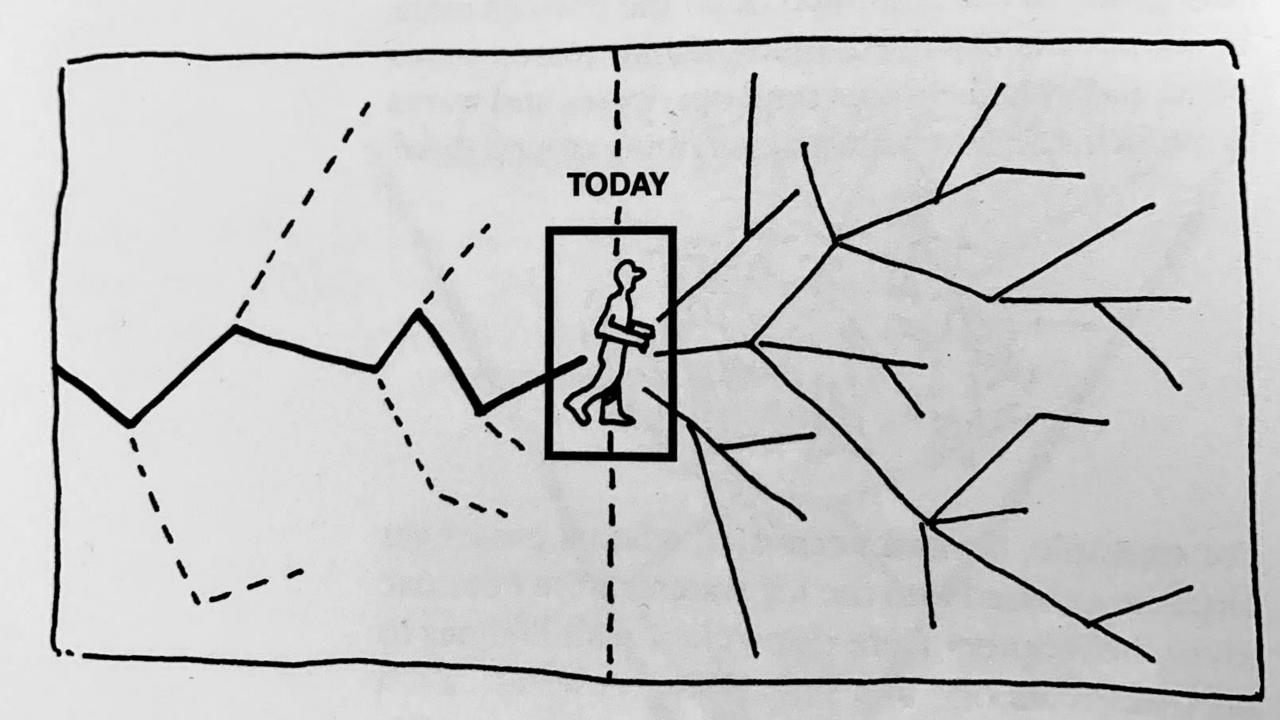


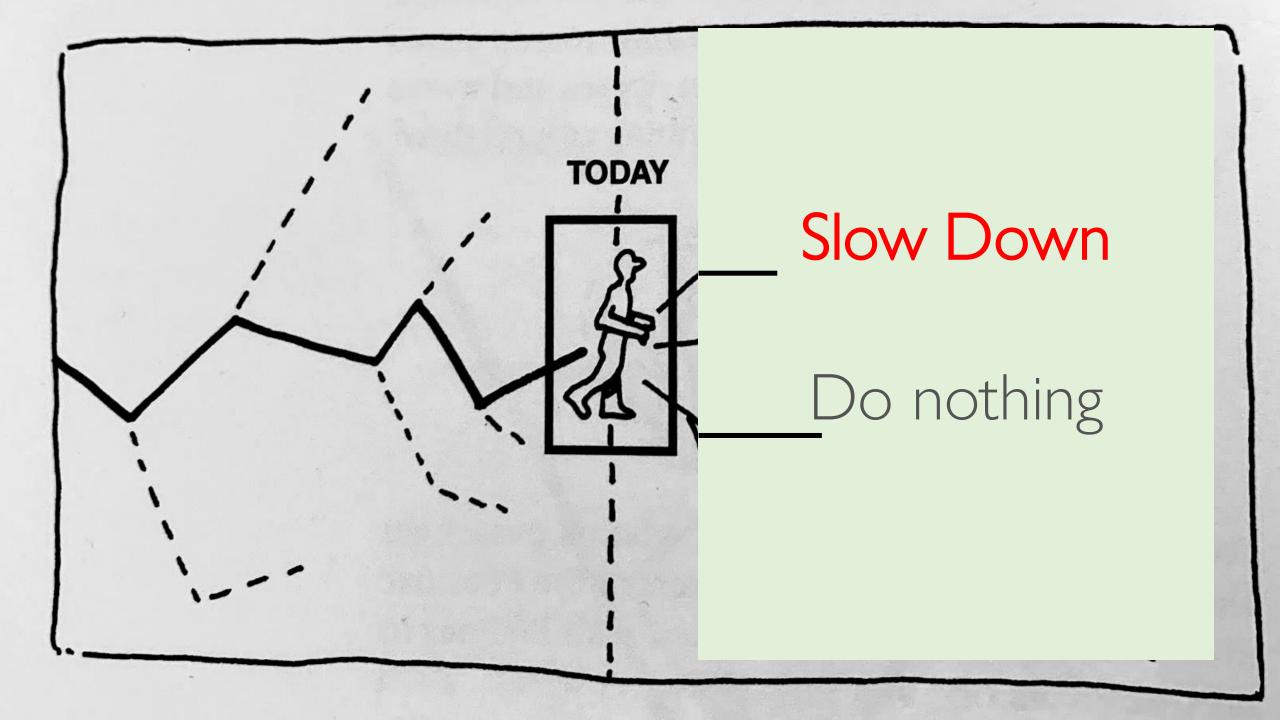
















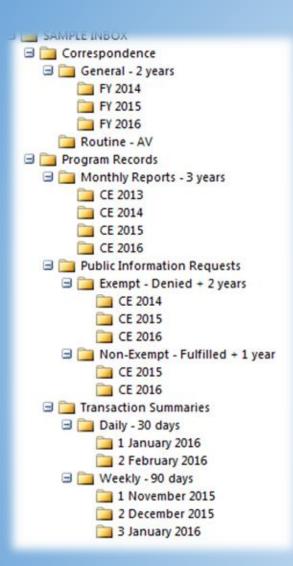










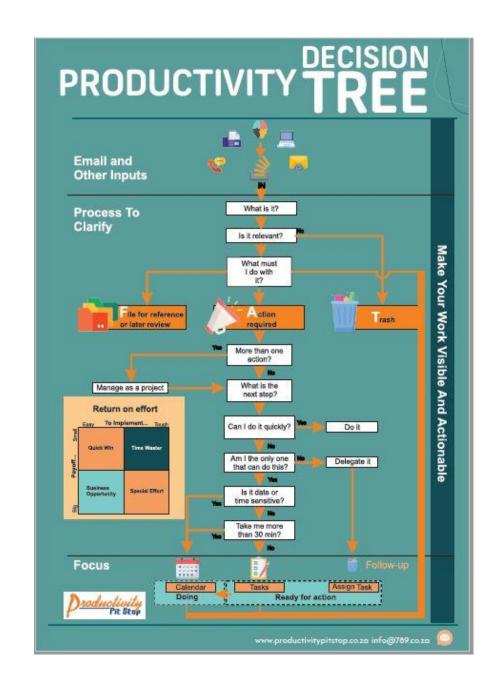


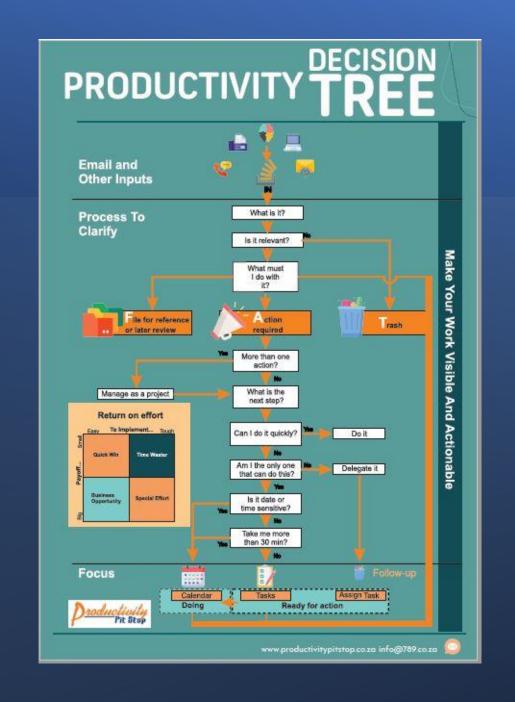




Strategies: Slow Down to Speed Up

Masster the Productivity Decision Tree







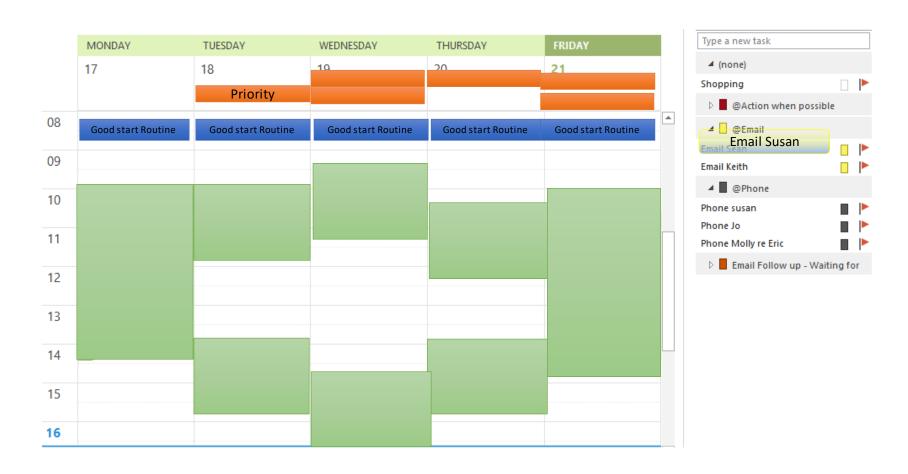
Strategies: Slow Down to Speed Up

Plan for the Unplanned

	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY
	5	6	7	8	9
SA					
08	Communication (email, phone, walkabout)				
09	Available for meetings	Strategic	Available for meetings	NFZ (no Fly Zone)	Available for meetings
10	Travel		Flexible		
	Meeting with CEO		Marketing meeting		Flexible
11				Available for meetings	Productivity Mastermind Group
12	Travel				
13	Communication (email and 📀	Communication (email and		Communication (email and	Communication (email and €
	Working lunch with team m 👴	Working lunch with team m 👴	Working lunch with team m 📀	Working lunch with team m 📀	Working lunch with team m
14	Flexible	Available for meetings		Flexible	Flexible
	NFZ (no Fly Zone)		Communication (email and 1/2	Available for meetings	
15			NFZ (no Fly Zone)		
		Flexible			
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The Importance of Scheduling Nothing

- Jeff Weiner, LinkedIn CEO



The Importance of Scheduling Nothing

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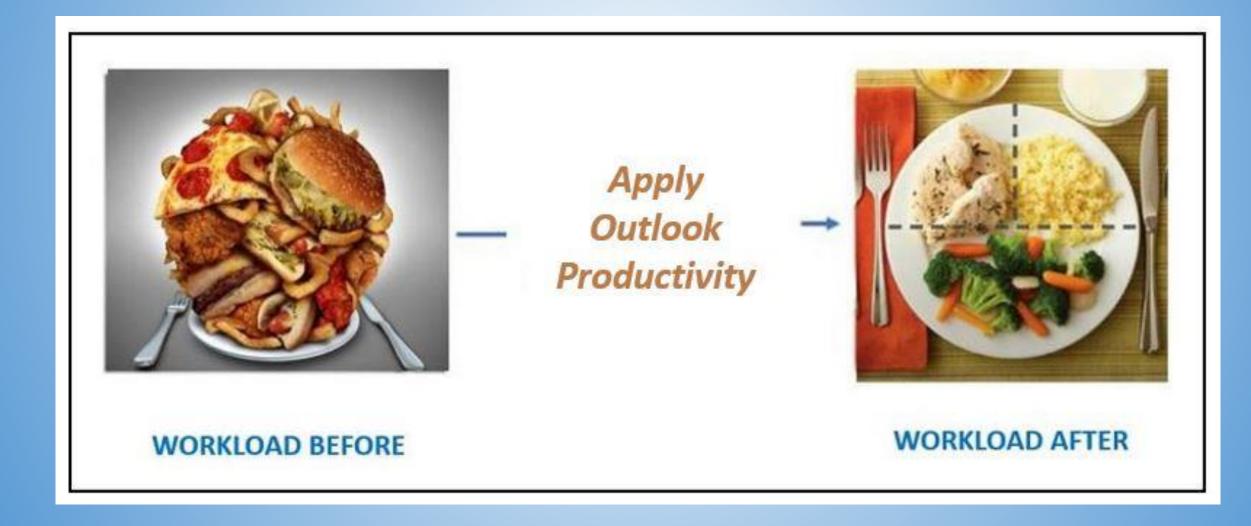


Over time I realized not only were these breaks important, they were absolutely necessary in order for me to do my job.

Strategies: Slow Down to Speed Up

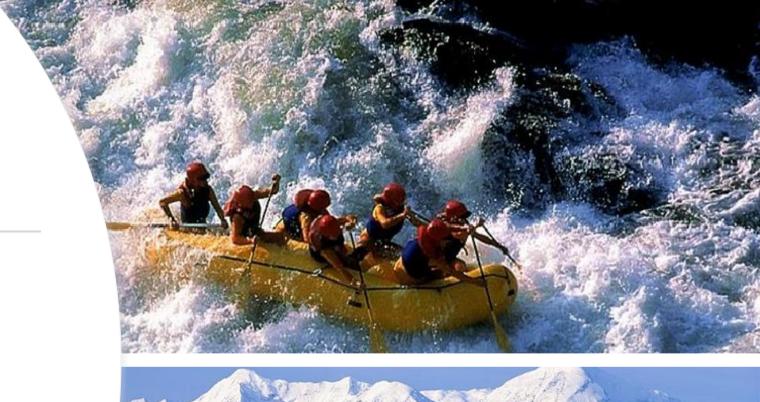
Simplify your life

Strategies: Slow Down to Speed Up



Strategies: Slow Down to Speed Up

Mind dump





- Clarify expectations and boundaries:
- Meeting/Email/WhatsApp/SMS/ Phone?



• Delegate: Win-Win Agreement



- Win-Win Agreement
 - Results
 - Guidelines
 - Resources
 - Accountability
 - Consequences



Agree on boundaries









Monday		Tuesday		Wednesday		Thursday		Friday	:
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Strategies: Slow Down to Speed Up

• Take breaks

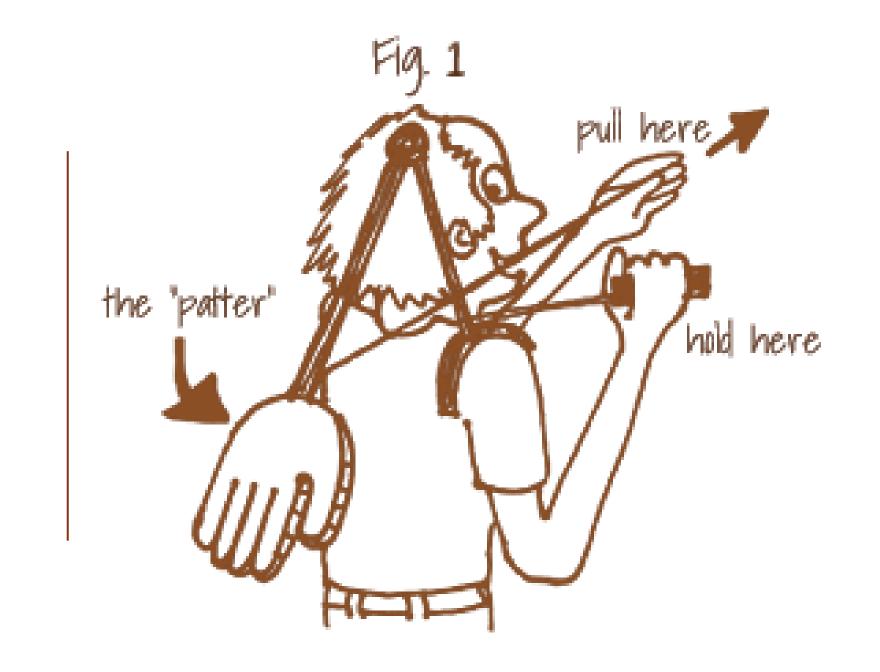






What

Pit Stup





Well Done!

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Subject SAICA EOM

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