How Does An Engagement Work

FAQs · https://jeffreysummers.com/docs/how-does-an-engagement-work/

Every engagement routes through one of two doors.

Coaching

You do the work. I provide the framework, the direction, and the read that keeps it honest. The development is yours, which means it stays with you long after the engagement ends. This is the door when you are the constraint and you already know it -- because your systems will never outrun what you can read.

Consulting

I work alongside you. This is the door when the expertise is not there yet, when the bandwidth is not there right now, or when the work has to get done while the capacity is still being built. Remote, onsite, or fractional, depending on what the situation actually requires.

Some work lives in both doors. The conversation, or an OnsiteReview, tells us which one we are walking through.

The Sequence Underneath Both

Whichever door it is, the work runs the same sequence. Read the operation. Find what is actually holding it. Design the architecture that lifts it. Run the work. Read it again.

That last step is the one most operators have never had. A read that happens once is a report. A read that repeats is a discipline, and the discipline is what produces the compounding.

Nothing gets designed before the read is finished. That is not process for its own sake. An improvement aimed at something that was not holding you back is spend with no return attached, and a confident wrong diagnosis costs more than no diagnosis at all.

Where the doors and the depths are laid out: Growth. Where it starts: Let's Talk.

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