

ISHN "FDO"  
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### **First 100 Days**

In many things we do, we are judged by the, 1st 100 Days.....even our new President's impact will be certainly measured and judged by that standard. Actually, the notion of a "hundred days" is an artificial creation of Franklin Roosevelt after he became President the first of four terms, in 1932. It has become a benchmark for evaluating the early success of a President. It is now a reasonable benchmark to be used otherwise, many ways.

At birth, in school, at work, in a relationship, a project, the 1st 100 Days actually can set the stage, the platform for what lies ahead.

At birth, the medical staff evaluates your medical condition and determines your initial health needs and progression.

At school, teachers evaluate you and determine your initial academic abilities, learning skills and needs.

At work, your superiors assess and evaluate your talents, abilities, adaptabilities to their culture, to grasp and fit within their chemistry and of their other expectations.

Soon, next time you are presented or confronted with a new assignment, a new project, a new job, make a point of special attention and focus to the, 1st 100 Days.

Announce a begin date. But, start early....get a running start. For instance, if a new job, work on your 1st 100 Days, agenda - ahead of time....do your homework, before the 'start date'. Be prepared. Be ready.....On your mark. Get set. Go. Have an agenda.....share with those in need, and then "off to the races", to the, 1st 100 Days.

Develop a Game Plan, all set to go. Share it with your superior for review, realism and confirmation.

Develop a list of 20 Questions (with answers) of things you should know after your 1st 100 Days.

Develop and list Target goals.

Develop and clarify Expectations.

Develop regular Communication Activity.

Develop Progress Agenda.

Develop Success Agenda.

This all works also for a new line at a Distributor or a Manufacturers' Representative, a new product or program launch as a Manufacturer.

Enhanced, it can be utilized as a 2-way evaluation of both parties or of the party and the product performance.

Your last opportunity, were you aware? Were you ready?.....Now, are you aware? Now, are you ready.....Ready for your next, 1st 100 Days?!

Think about it!

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