

# Who runs the world? Facilitators!

A facilitator's main objective is to look at a planning process objectively and to keep the discussion on track while building consensus with individual ideas and opinions. Utilizing an outside facilitator can make or break the success of your strategic planning retreat – or any function that involves aligning differing perspectives toward a common goal.

Maximizing Excellence has three incredible facilitators on staff. Each brings their own style and strengths, but all approach facilitating with a winning formula that starts with clearly articulating the facilitator's role:

- Manage time with the end goal in mind.
- Assure participation from everyone.
- Record ideas.
- Clarify and inspire additional ideas.
- Push and pull as needed.
- Keep the conversation on track.
- Find consensus and common themes from discussion.
- Help progress ideas in to action.

As we continue our conversation on facilitation in our next newsletter, stay tuned to what techniques lead to outcomes that are relevant, realistic, and have a high likelihood of implementation.