Why did you choose this aspect of the business? Now that you've had a few more minutes to ponder this question, is this still
improve the accuracy and efficiency of your
make long-term planning and strategic analysis
if so, what would be our value proposition to them?
if we updated this process, what would be the impacts on business?
what detrimental effect is it having on our business?
do we need one? do we need a new one?
who is affected by this outdated aspect of the business?
what (in general) would it take to update this process?
who is affected by this inefficient process?
exercise. The goal is to identify which aspects of the business need to be on the short list to
(once the group has shared its thoughts, you can guide them through a prioritization ex-

economy, or a growing ethic population. How would you describe our current niche?
the bank's founders want to preserve and honor the attributes that consumers, business
too often, leaders are forced to make changes in a reactive mode, like when technology
community banks and their boards can use the discussion questions following this article
we are an established institution, what can we do to inspire fresh, entre-
against the US

Community banks and their boards can use the discussion questions following this article
in your opinion, what is the most outdated aspect of our business? (hint: coach people to
stick with the first thing that comes to mind, then, before asking them to share with the
FDIC officials hosting information sessions about the application process, the uptick in de
are de novo banks coming to a neighborhood near you?

Connecting people
labels. However

Barry Adcock,