

Adding the benefits of Leaders on Demand to your business model

Onboarding process

Onboarding a new customer is a one-time process that tailors how the benefits of the Leaders on Demand model are optimised to fit with your business.

You do not pay fees or retainers for the customer onboarding process.

Establishing a master services agreement

The primary purpose of the master services agreement is to make our leadership capacity available to your team and establish confidentiality.

Our intention is to provide you with access to the benefits of Leaders on Demand with as little friction as possible:

1. we capture your perspective on prioritised outcomes and constraints that the Leaders on Demand model solves for
2. we explore your priorities and consider how best to add Leaders on Demand to your operating model.
3. you provide company and contact details for inclusion in the master services agreement
4. you receive the master services agreement and execute it.

Optimise the benefits of Leaders on Demand

After executing the master services agreement, we customise how Leaders on Demand works with you and your team to maximise the benefits with minimal distraction:

1. we agree a tactical planning cycle that suits your leadership style and fits with the cadence and customs of your executive team
2. we confirm the guardrails you require when solving for defined outcomes and constraints
3. we explore the benefits of providing your team access to the methodologies and tools used by our team
4. we agree a priority outcome that your team and Leaders on Demand will solve for, the bigger the impact the better
5. we deploy one of our people to work with your team and identify improvements to the process to refine how we work together

Tactical planning cycle

Once the capacity of Leaders on Demand is added to your business model, we focus on maintaining alignment with your team's goals.

You do not pay fees or retainers for our role in the tactical planning cycle.

On-call access to our co-founders

You have on-call support from one of our founders who will coordinate additional ad-hoc support from their two co-founders if needed.

Monthly check-in

To ensure Leaders on Demand remains aligned with your priorities, structured conversations help identify the pressure points for your leadership team and define the shifting outcomes and constraints you want to prioritise.

Access to our online tools can help your team explore their different perspectives.

A jointly maintained resourcing plan is adapted to meet your needs and integrated with the Leaders on Demand operational plan.

We check that deployed leaders are on track to deliver target outcomes and facilitate two-way feedback.

Quarterly team alignment

We can facilitate a quarterly alignment process for your leadership team to explore different perspectives:

what's getting in the way of tactical execution? which outcomes that drive future performance are being deprioritised? what value is being left on the table by the plan we use to hold ourselves to account? where risk is accumulating and requires mitigation?

Annual review

An annual review of how the benefits of Leaders on Demand have been applied to solve for and deliver outcomes, carries forward key learnings and identifies opportunities to refine how we work together to deliver better outcomes.