



March 4, 2004



Take the Run Fast Challenge. No you don't have to put on your running shoes, just your thinking cap. The purpose of this challenge is to see how well your training programs are aligned to your corporate strategies and initiatives.

In this letter there are two copies of the same document. One copy is for the Chief Operating Officer or a participating executive from a business line. The other copy is for the Director of Training. Go ahead and fill out your copy of the document. It should only take 15 minutes. Give the other copy to your counterpart. Make sure you independently fill out the copies. Instructions for doing so are attached.

After the documents are filled out, compare. Ideally, your document and your counterpart's document are filled out the same way. If they're not, we should talk.

Run Fast's mission is to "elevate training functions from cost centers to competitive advantages." The first step in this journey is to align training programs to business strategies. The Run Fast challenge is actually based on our proprietary Training Horizons Workshop. We have facilitated this workshop for clients such as USA Today/Gannett, Chevy Chase Bank, Magellan Health Services, the Greater Washington Board of Trade, and many others.

Thank You,
David McCarthy
President
Run Fast, Inc.
www.runfast.net
703 669 6466

Instructions for completing the Run Fast Challenge:

- A) Draw a circle on the Run Fast Challenge game board where your company (or business line) is today. Label the circle with an A.
- B) Draw another circle on the game board where you would like your company to be in the future. Label the second circle B.
- C) Draw and label a line from point A to point B for each strategic initiative that is moving the company from one point to another.





Team Player





Team Player

