

# JulietFUNT

FOCUS  
FOCUS  
FOCUS



A MINUTE  
TO THINK

RECLAIM CREATIVITY,  
CONQUER BUSYNESS, AND  
DO YOUR BEST WORK

JULIET FUNT

STRATEGIC CHOICE

THE REDUCTIVE MINDSET



PRIORITIZATION



IMPROVEMENT



REDUCTION



*We are not infinite,  
but the work is.*



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Chick-fil-A reclaimed  
**15 hours** per person  
per month.



Salesforce saw a  
**19% increase** in time  
for meaningful work.



## PUMP PRIMER

"I wish we could stop  
\_\_\_\_\_."



## BATTLE RHYTHM REDUCTION

Daily —————> Weekly  
Weekly —————> Monthly  
Monthly —————> Quarterly  
Quarterly —————> Yearly



## THE SEASONAL SWEEP

January —————>  
—————> December



TUNA

KRILL



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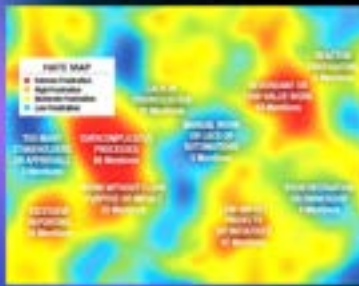
## SUB-TASK REDUCTION



Question: The meetings I attend include the right amount of people.



47% of people feel the meetings they attend include the right amount of people.



## #1 MISSION PROXIMITY

### 4 R'S OF HIGH-VALUE WORK

Revenue  
Reputation  
Reward  
Readiness

### 4 P'S OF LOW-VALUE WORK

Panicking  
Pandering  
Procedure  
Padding



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I SUGGEST...  
I PROPOSE...



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## THE REDUCTIVE MINDSET



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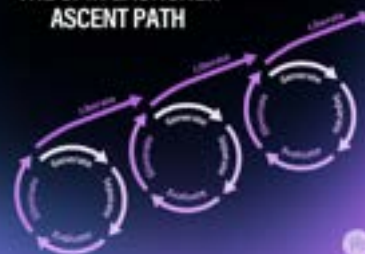
## THE HAIRCUT PRESCRIPTION

**Individual Trim:**  
1 hour per month

**Team Trim:**  
3 hours per quarter

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## THE SPIN LAUNCHER ASCENT PATH



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EXECUTIVE  
MAINTENANCE  
BEHAVIORS



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