

# Pivot Points



**PIVOT:** A dramatic change in policy, position or strategy

1. When we \_\_\_\_\_, this happened: \_\_\_\_\_
2. When we \_\_\_\_\_, this happened: \_\_\_\_\_
3. When we \_\_\_\_\_, this happened: \_\_\_\_\_
4. When we \_\_\_\_\_, this happened: \_\_\_\_\_
5. When we \_\_\_\_\_, this happened: \_\_\_\_\_

A. Was the result of each pivot above positive or negative?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

B. If positive, why? If negative, why?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

C. How much effect, if any, did timing have on the result?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

D. Pivots can be large or small, revolutionary or evolutionary. How would you describe each of the pivots above?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

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E. What do the above pivots have in common?

F. What can you learn from the commonalities?

G. What pivots could/should my association be thinking about now?