

An Audacious Goal: The Start of the Journey to Transformation

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Lean Summit

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LEAN IMPACT

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Lean Summit 2019



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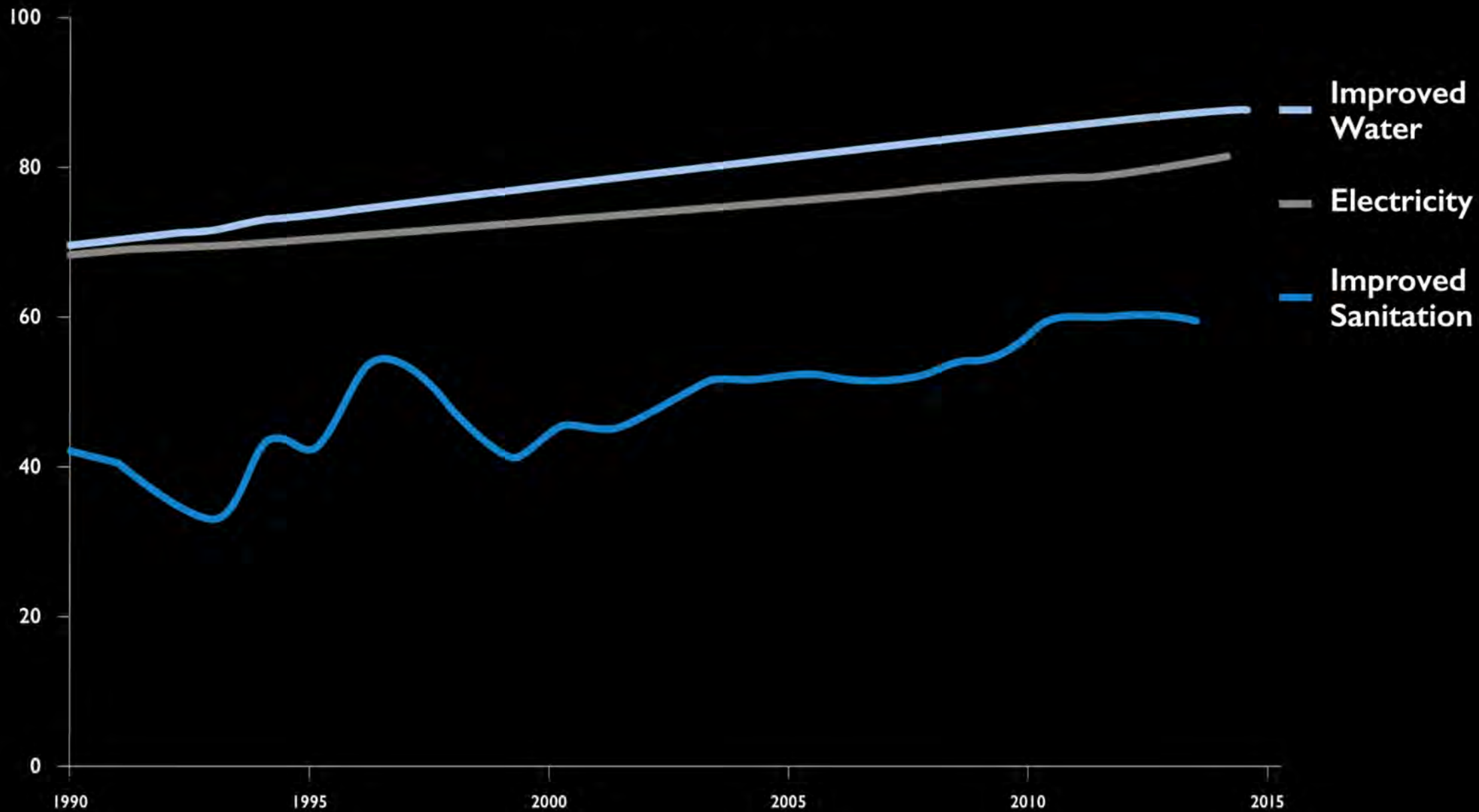
“to create a new product or service under conditions of extreme uncertainty”

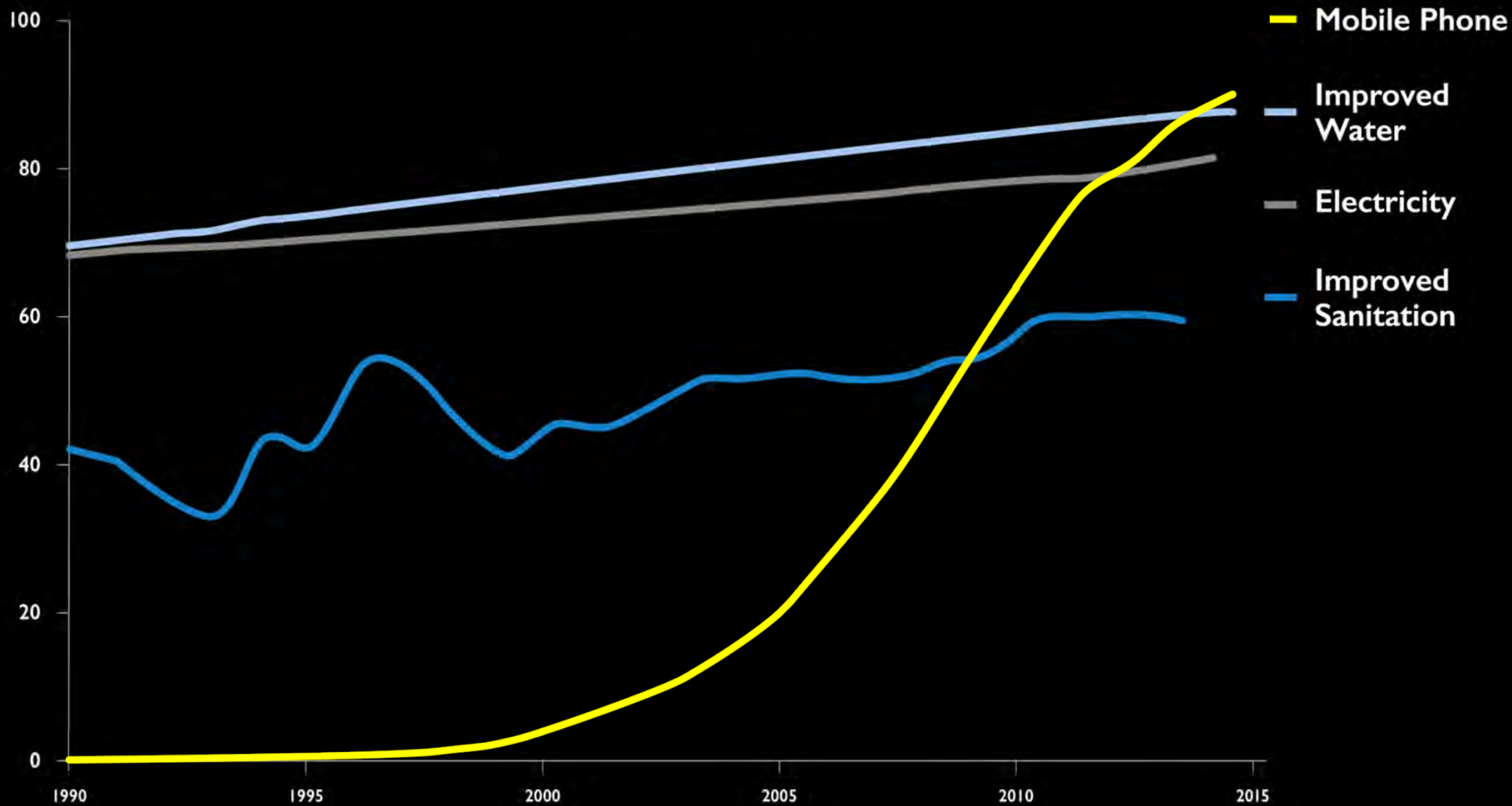
*– Eric Ries, *The Lean Startup**

Think Big.

Start Small.

Seek Impact.







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LEARN



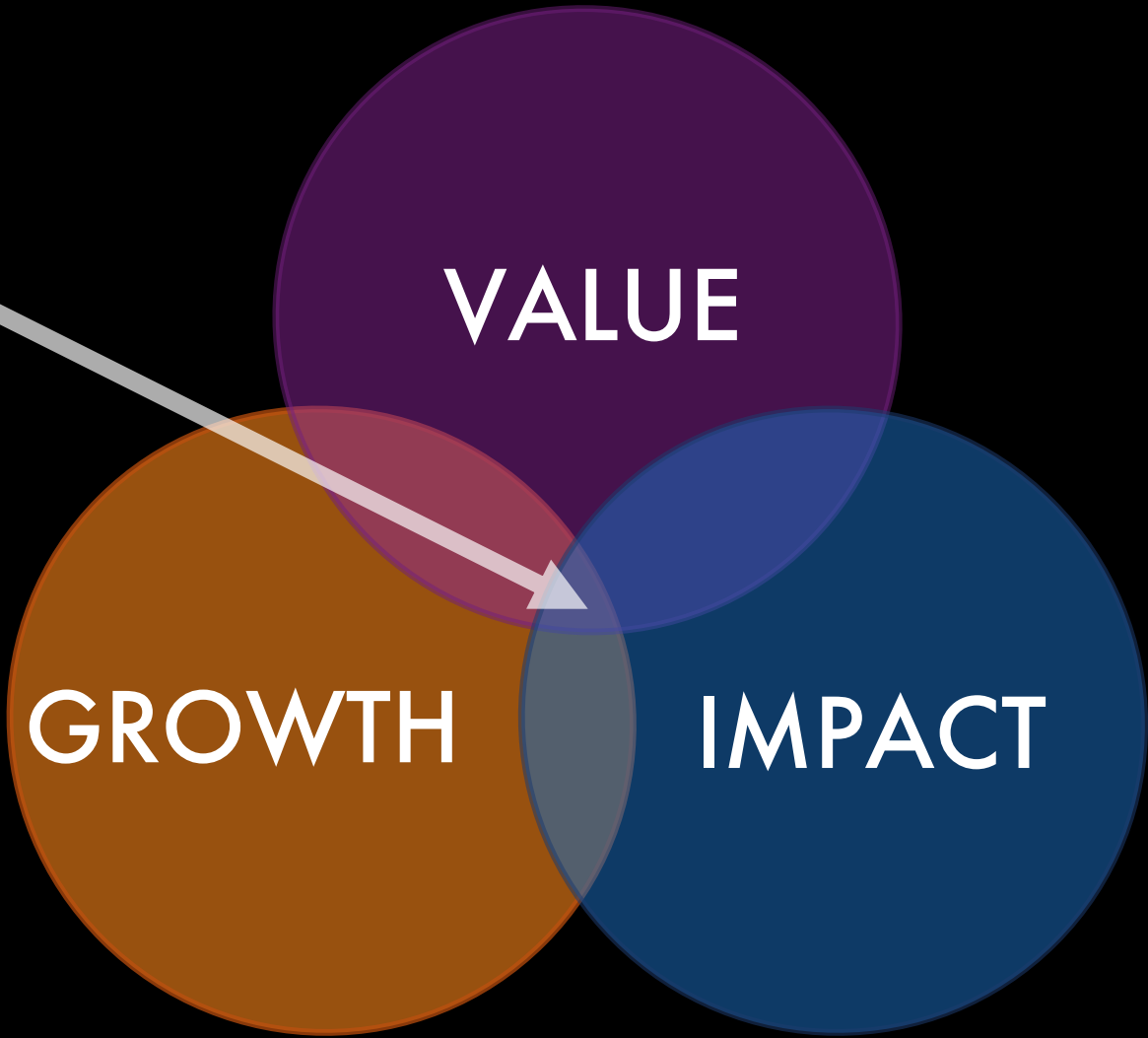
BUILD



MEASURE



SOCIAL INNOVATION





VALUE



IMPACT

Credit: Summit Public Schools



VisionSpring
See well, do well

GROWTH

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Start Small.

Seek Impact.



FALL IN LOVE
WITH THE PROBLEM
NOT YOUR SOLUTION

MEASURE WHAT MATTERS

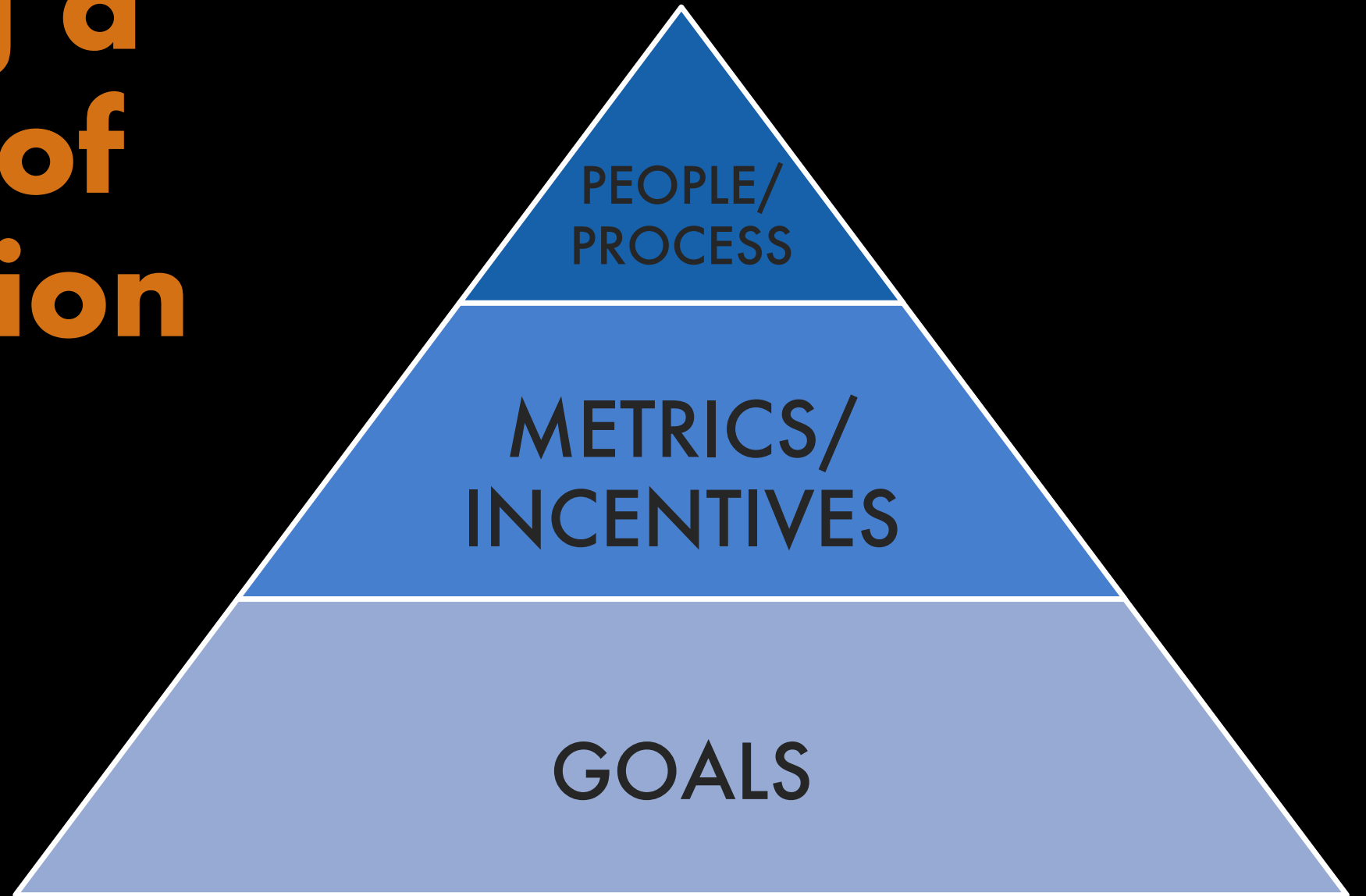
- TRAIN 10,000 YOUTH IN JOB SKILLS
- RAISE \$5M FROM DONORS

ABSOLUTE NUMBERS
ENCOURAGE BRUTE FORCE

- VALUE: 80% OF YOUTH SIGN UP
- GROWTH: EMPLOYERS WILLING TO PAY \$500
- IMPACT: RETENTION >90% AFTER 6 MONTHS

UNIT METRICS ARE DRIVERS FOR
IMPACT AND SCALE

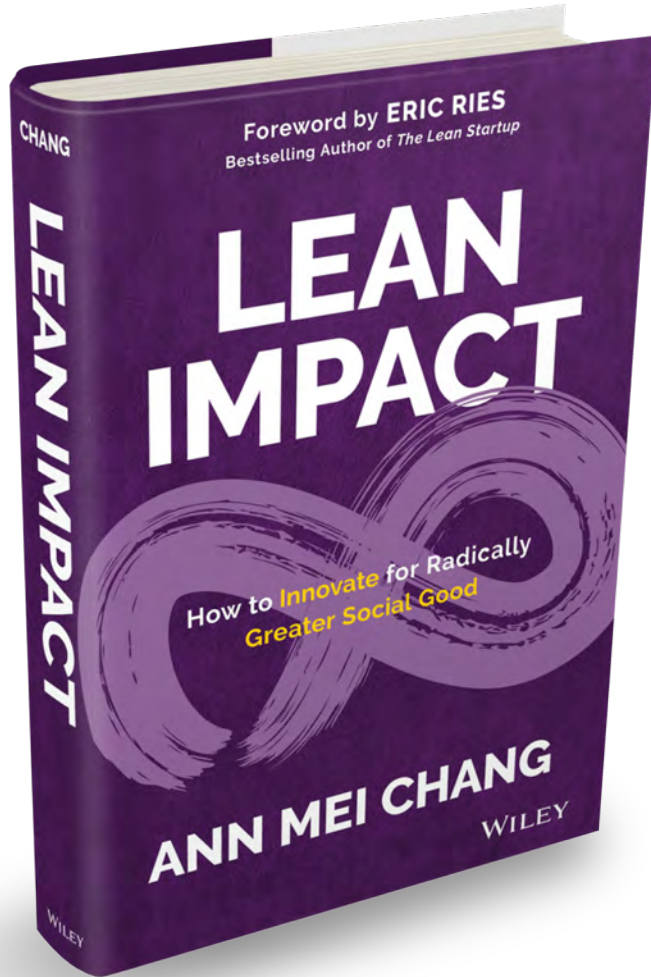
Building a Culture of Innovation





SOME
IMPACT

MAXIMIZE
IMPACT &
SCALE



**Think Big.
Start Small.
Seek Impact.**

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