

Lighting Candles - Establishing New Programs in the West Kingdom

- 1) Honor Tradition
- 2) WORK
 - a) No really
 - b) Really, REALLY
- 3) Listen to Objections
 - a) Address and adapt when possible
 - b) Educate and remain firm when it's not
- 4) Build a coalition
 - a) Like minded souls with the right level of crazy
 - b) People with power and influence who agree with you.
- 5) Plan for a future
 - a) One-off
 - b) Leave trained potential successors
- 6) Get out of the way
 - a) If it dies, it was meant to
 - b) If it changes, it was meant to