



## The Value of Viewpoint Facilitation

I provide value by delivering effective and efficient content process expertise. I am not biased, nor do I need to "approve" of the outcomes of your group. The outcomes should, and do, belong to you and your team. I integrate the pathways and tools to help you get to those outcomes. You provide the content. I provide the processes.

I provide value by enabling you to have a focused contributing voice amongst your team. I allow you to forego your role as meeting organizer. This enables you to focus solely on the content subject matter. As a leader, you will receive a deeper understanding of the issues, perspectives, options and risks of your situation and resources.

I provide value by identifying tough issues and ensuring that they are considered as part of the process. I acknowledge and manage issues of transparency, power, bias, equality and poor participation; the enemies to sustainable and quality outcomes. I am not influenced by my status as an ongoing member of your team. I don't have to be preoccupied with my perpetual standing among the participants. This is a good thing. I have no reason for apprehension. I get to be above the fray as I facilitate the tough conversations.

I provide value by interpreting the hidden messages behind conflict and integrating them into the conversation appropriately. I implement tools to assist you and your team with impasse, conflict, confusion and non-consensus building environments. These are the big doors and when you open them, great things happen.

I provide value by extracting the input and insight needed for sustainable outcomes. I ensure that all who have a stake in the formulation and outcome of the content are identified, offered a seat at the discussion, and provided psychological security for their thoughts and opinions.

I provide value by teaching a man to fish. I not only practice facilitation methodology, but by modeling, I teach it. In this manner, process tools can be used in future settings, amongst varying participants, dealing with alternate subject matter.

I provide value by legitimizing the outcomes created by you and your team. Using me as your facilitator shows you are serious about achieving the best results for your constituency.