



# The AGILITY Factor

Key Characteristics of the Highly Agile Professional

**Extreme  
Agility**

The Competitive Advantage  
Speed • Focus • Flexibility

231 S. Bemiston

Suite 800

St. Louis, MO 63105

314.854.1308

[www.extremeagility.com](http://www.extremeagility.com)

# Key Characteristics of the Highly Agile Professional



Highly agile, successful professionals at all levels share a handful of well-developed skills or characteristics that give them a remarkable ability to repeatedly and reliably use change as an advantage.

*AGILITY IS ALWAYS:*

Apparent  
Grounded  
Invested  
Linked-in  
Informed  
Tactical  
Yielding





# Superior Mission Clarity

- Identifies core goals
- Considers desired outcome of current:
  - Task
  - Project
  - Meeting
  - Position
  - Relationship
- Seizes the advantage that change presents



# Ongoing Data Analysis

- Gathers pertinent information regarding:
  - Market
  - Industry
  - Competition
  - Personnel
  - Politics
- Seeks multiple sources and verifiable data for informed analysis



# Continually Optimizes Resources



- Constantly increases net value through:
  - Expertise
  - Skills
  - Contacts
  - Capital
- Brings full resources to the field when meeting a challenge

# Builds Broad Coalition of Allies



- Ability to build a broad network of support throughout an:
  - Organization
  - Industry
  - Community
- Actively develops new relationships and reinforces current and past associations

# Identifies Potential Obstacles



- Uses gathered data and network to seek out hidden barriers
- Effectively neutralizes potential problems by proactively:
  - Diffusing
  - Maneuvering
  - Detonating

# Excellent Execution Skills



- Strong tactical skills
  - Manages progress against objectives
  - Addresses shifting field priorities
  - Redeploys resources quickly when necessary
  - Rigorous attention to implementation detail
- Provides field leadership not just resource management



# Detailed Contingency Planning



- Planned response for potential catastrophic events
  - Detailed “Plan B”
  - Knows when to yield
  - Never surrenders his or her
    - Competitive advantage
    - Allies
    - Core values



For more information contact :  
Patricia R. Garey  
Executive Director  
Extreme Agility LLC  
[pat@extremeagility.com](mailto:pat@extremeagility.com)

# The AGILITY Factor

## Key Characteristics of the Highly Agile Professional

**Extreme  
Agility**

The Competitive Advantage  
Speed • Focus • Flexibility

231 S. Bemiston  
Suite 800  
St. Louis, MO 63105  
314.854.1308  
[www.extremeagility.com](http://www.extremeagility.com)