



# Maximizing Project Success

High-Value Partnerships

**Norah Medlin**

Senior Technical Project  
Manager, Consultant  
@tekNorah

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[Norah@tekNorah.com](mailto:Norah@tekNorah.com)  
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# Getting Started

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# New Business: Internal Sales Handoff



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# Scheduling Kickoff Workshop

## New Engagement for Existing Client

To: **Susan**

Subject: **Kicking Off Our Project!**

Hey Susan!

We're excited to be working with you!

To get started, we need to cover a few things so we can have a successful project.

I wanted to ask you a few questions...

**Who should attend the kickoff workshop?**

Ask for names, titles and email addresses.

**When should the kickoff workshop take place?**

Include a link to a scheduler or list of times for the client to select.

**Does anyone on your team require accommodations?**

Inclusion/Accessibility requirements and inclusivity statement.

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# What do your initial communications look like?

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# Kicking Off

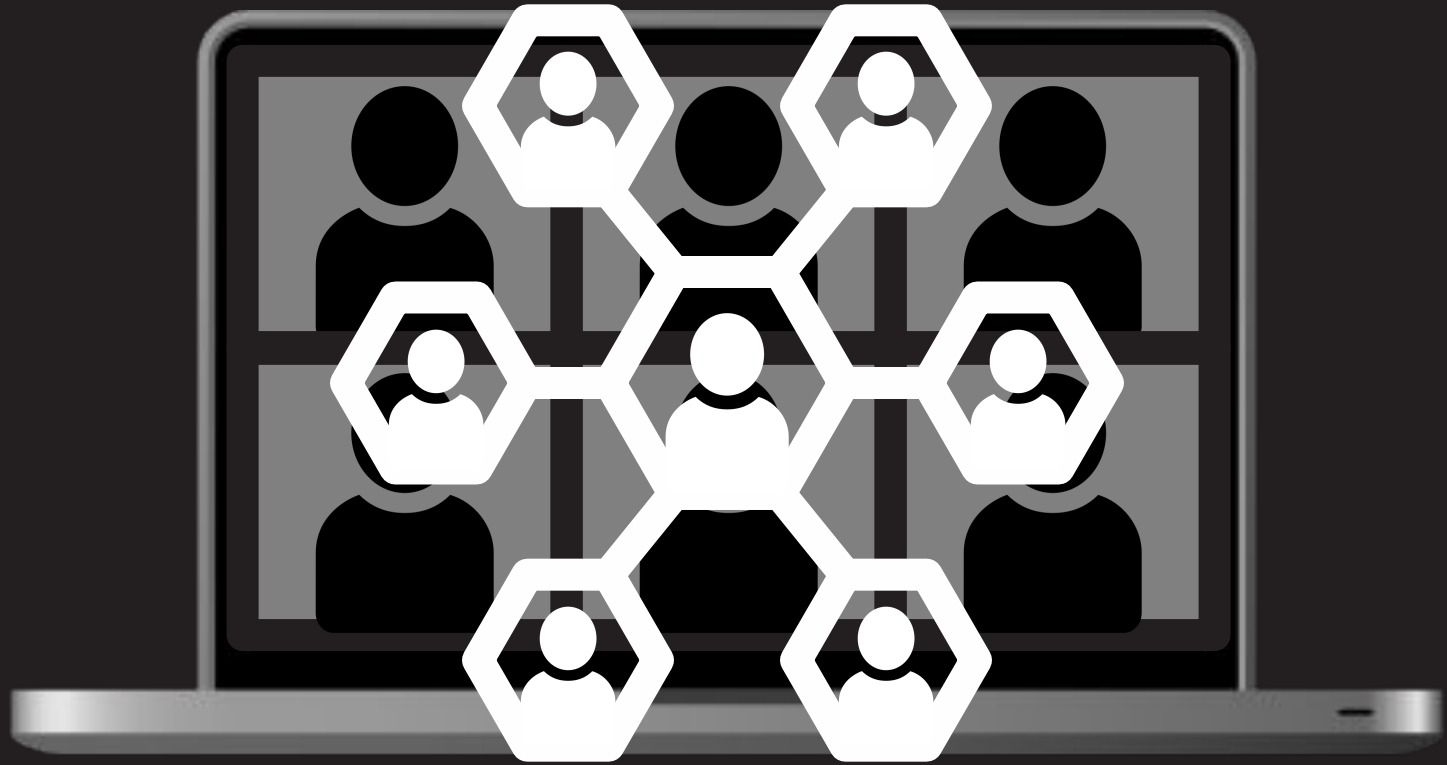
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# Kickoff Workshop (Client Facing)



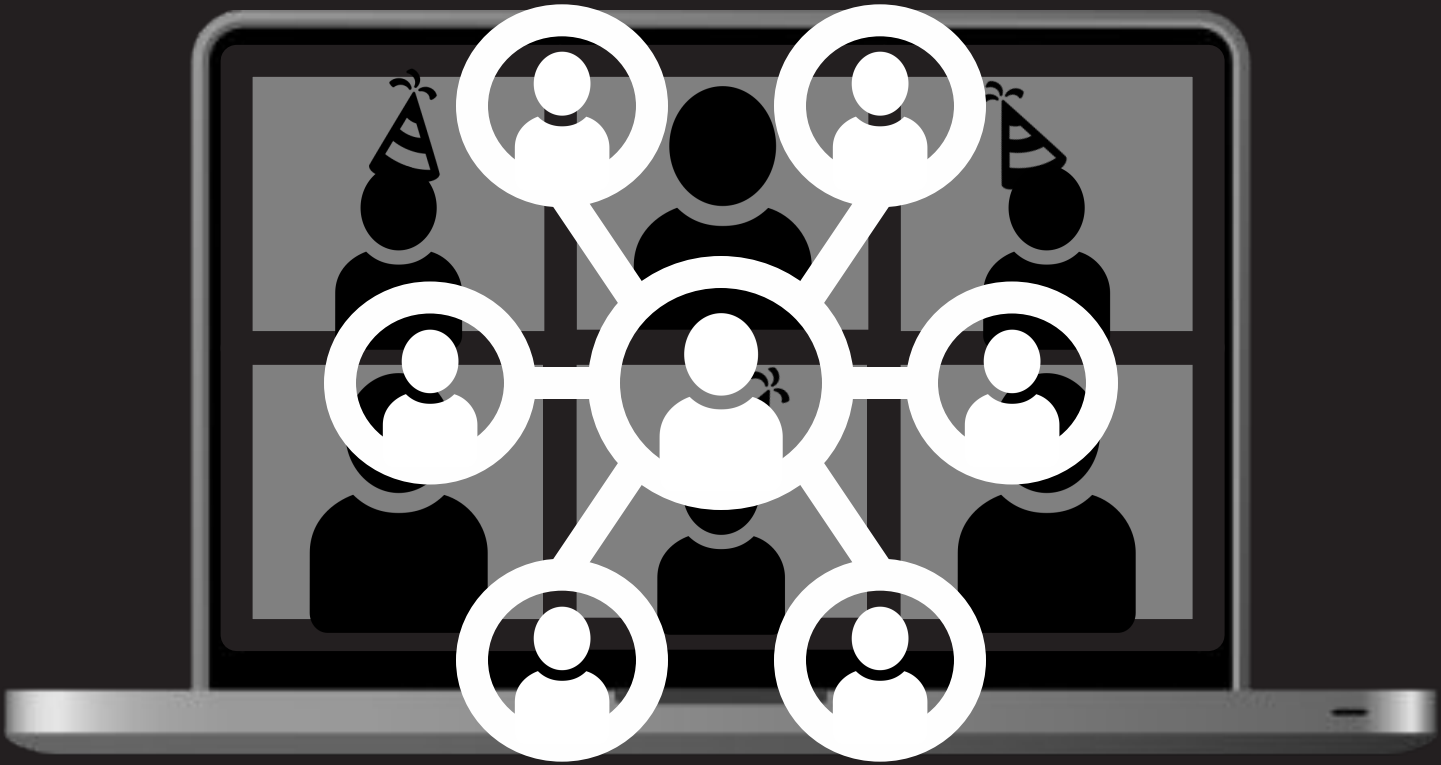
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# Internal Kickoff (Ra-Ra)



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# Keep it Going

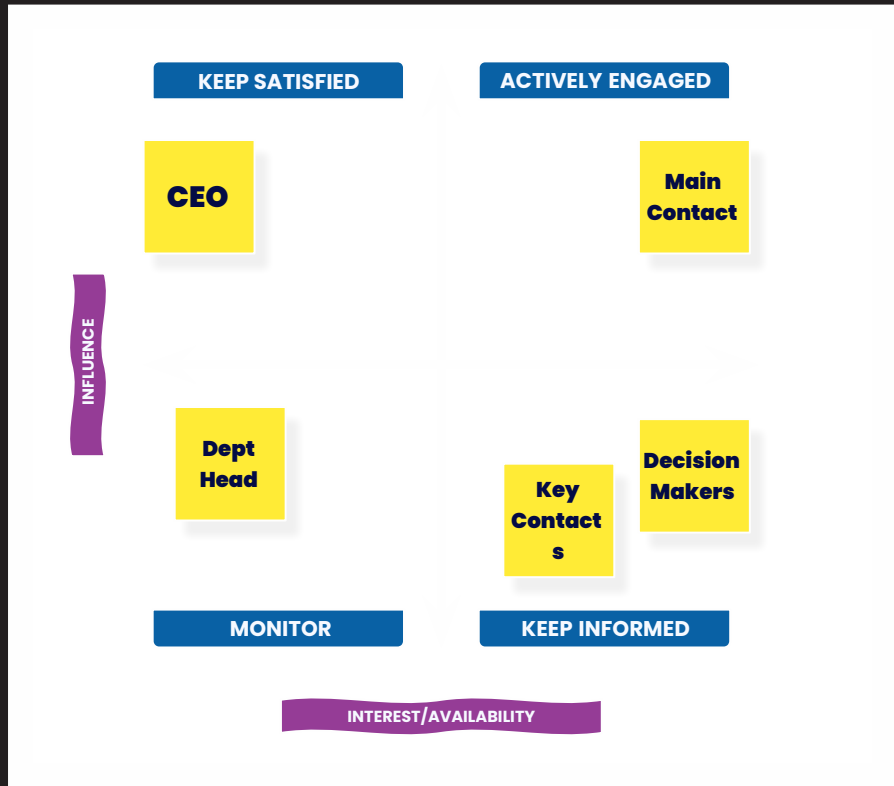
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# Stakeholder Analysis/RACI



Scan for  
Miro Template

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# Next Steps Email

To: **Jeff**

Subject: **What's Next?**

Hey Jeff!

Please extend my thanks to your team for their participation in the Kickoff Workshop today. It was great to get to know everyone just a little bit better and have an item to start digging into right away! :)

Here are some next steps...

## **What did you cover during Kickoff?**

Provide a brief value statement and/or list.

## **What are some immediate next steps?**

Here is your opportunity to set some expectations about what value you intend to provide next or what you need from the client in order to move forward.

## **When will you meet next/what's the next milestone?**

As the team starts digging in, it is good to remind everyone about the next meeting and/or milestone. Remember, not everyone things multi-dimensionally, a calendar invite or graphic during the meeting might not be enough.

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# Discovery First

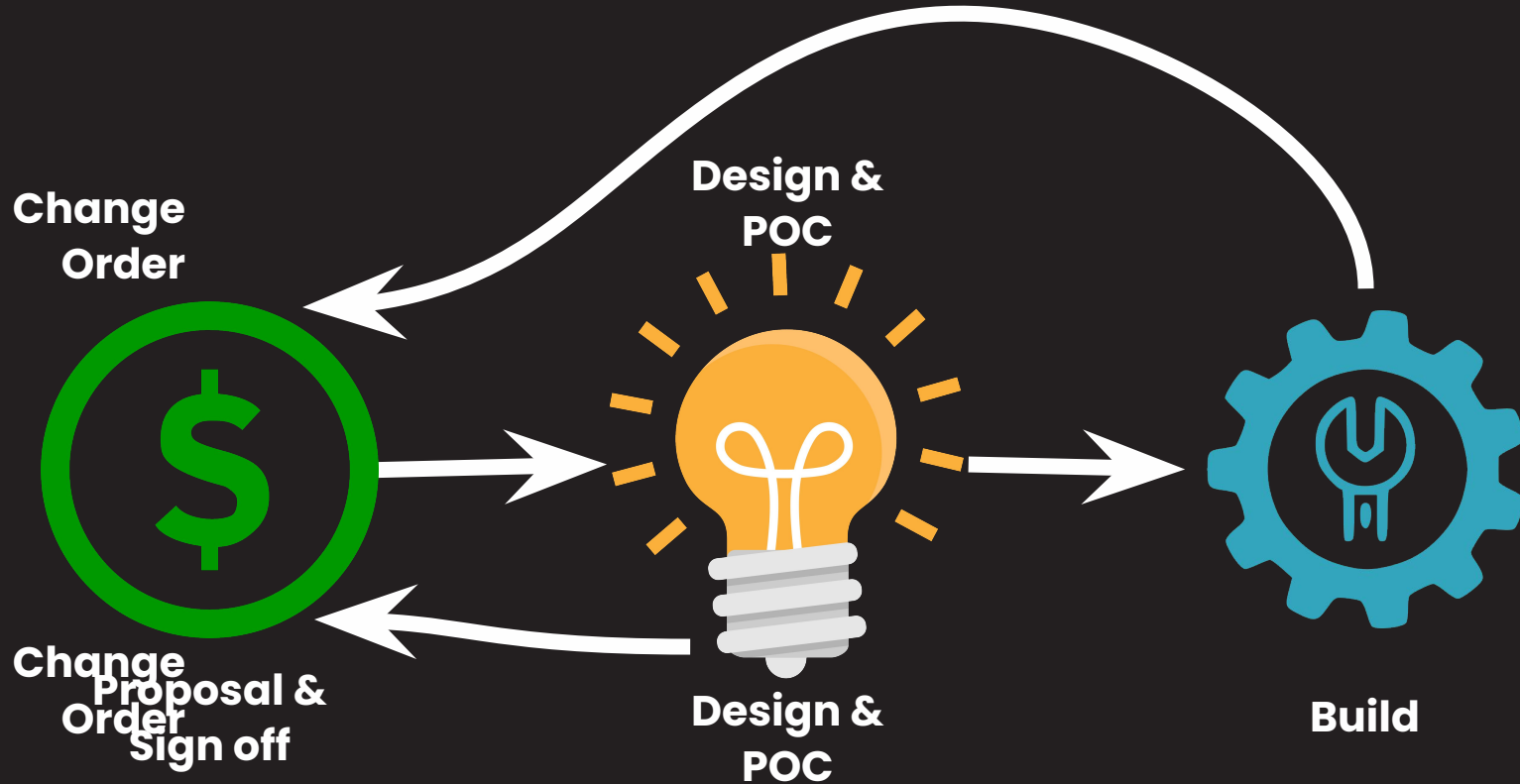
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# A world without a Discovery-first Approach



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The background features a dark blue gradient with faint, light-colored illustrations of people in various poses. Large, semi-transparent letters 'Q', 'A', and '&' are scattered across the scene. The text 'Has anyone experienced this before?' is centered in a bold, white, sans-serif font.

**Has anyone experienced this  
before?**

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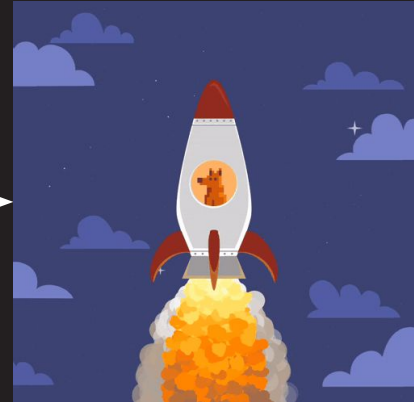
# Empowering Decision Makers With a Discovery-first Approach



**Requirements  
&  
Envisioning**



**Build**



**Deploy &  
Rollout**

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# Phased Approach

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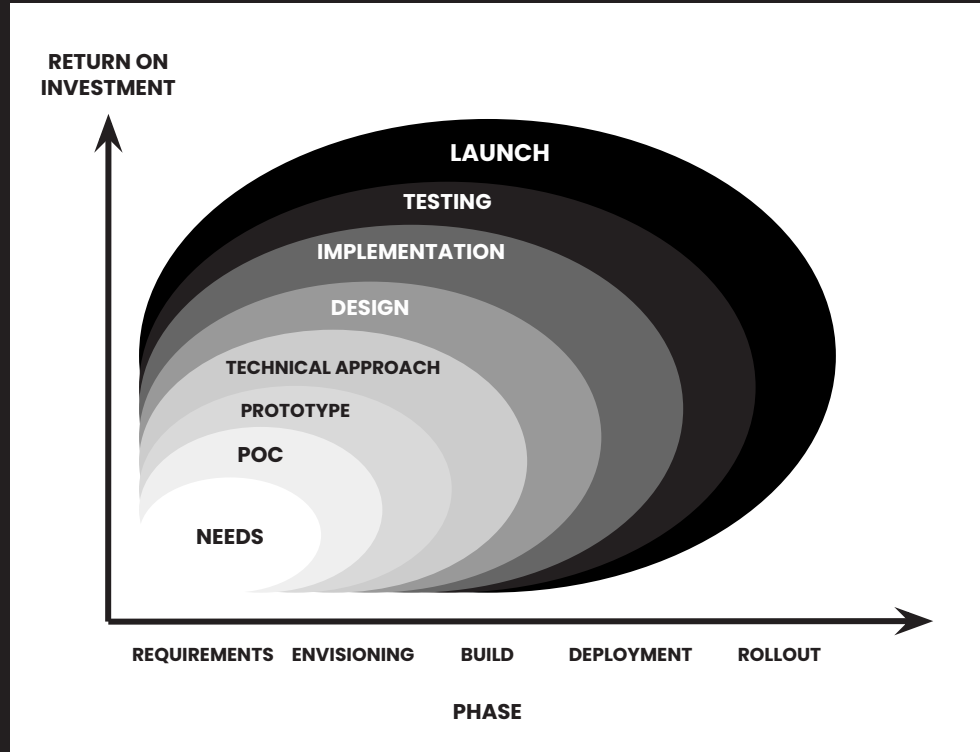


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# Phased Approach



Scan for Reference:  
The Benefits of Prototyping and Validation

# Agile Phased Approach

**DELIVERABLE**



**Sprint**

**Sprint**


**Sprint**

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The background features a dark blue color with faint, light-colored illustrations of people in various poses, suggesting a collaborative meeting or workshop. Large, semi-transparent letters 'Q', 'A', and 'S' are overlaid on the scene. The text is centered and reads: 

**Has anyone worked with a  
multi-phased approach like  
this before?**

**Stories?**

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# Avoiding Burnout

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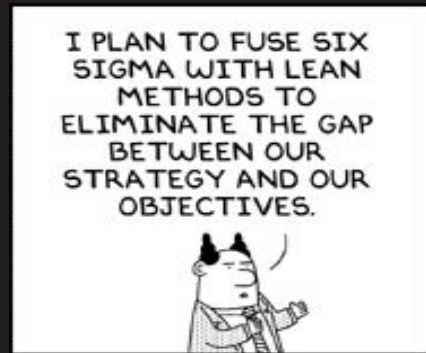


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# Cadence and Ceremonies

- Frequency and Saturation
- Sprinting
  - Scrubbing, Estimation, Placement
  - Standups
  - Demos
  - Retrospective
- Focus on Next



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**Which ceremonies do you plan  
on implementing for your  
team?**

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# Getting in the Flow

- Time Management
- Project Organization
- Browser Tab Organization
- Integrations
- Status Automation
- Respond or Remind



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The background features a dark blue gradient with faint, light-colored illustrations of people in various poses. Large, semi-transparent letters 'Q', 'A', '&', and 'A' are scattered across the scene. The text 'Other tips/tools?' is centered in a bold, white, sans-serif font.

# Other tips/tools?

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# Digital Career Sandbox

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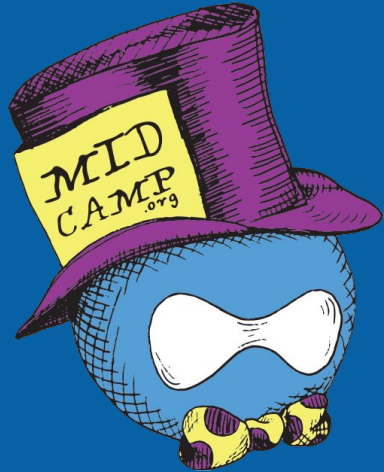
**Tips**



<https://lnkd.in/gFNV4yV7>

# MidCamp 2025

## May 20-22, Chicago, IL



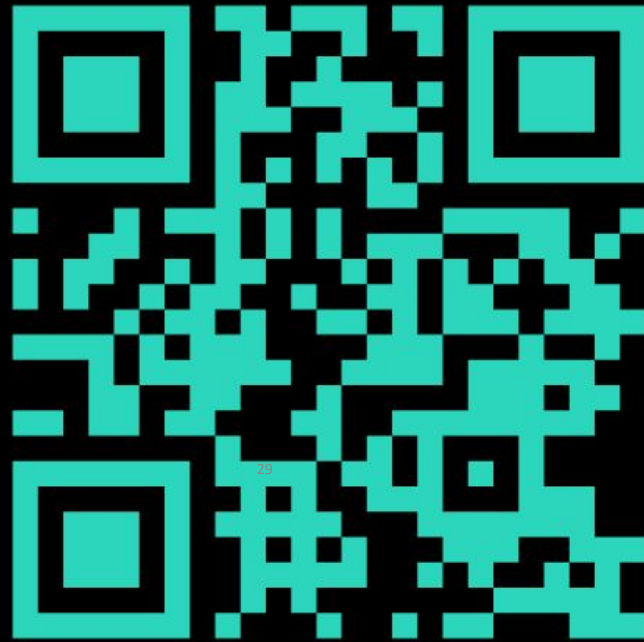
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