

## Short Term Goals

Short Term goals must be purposeful.

## Long Term Goals

Long Term goals must be planned and resourced

## Executive Sponsor

Without Executive Sponsorship there can be no Relationship

## Shared Vision

Without Vision the Relationship will Fail

Shared Vision: Partner/  
Alliance

One Vision: Acquisition  
Merger JointVenture

## Culture and Chemistry

Culture and Chemistry determine the Relationship Structure

Communications

Decisions

Finances

## Geographic Proximity

Close geographic proximity is required in the first year of Relationship

## Short Term Goals

.... a prudent man gives thought to his steps.

-- Proverbs 14:15

## Long Term Goals

Suppose one of you wants to build a tower. Will he not first sit down and estimate the cost to see if he has enough money to complete it? -- Luke 14:28

## Executive Sponsor

Do two walk together unless they have agreed to do so? -- Amos 3:3

## Shared Vision

Where there is no vision, the people perish....

-- Proverbs 29:18

## Culture and Chemistry

Do not plow with an ox and a donkey yoked together.

-- Deuteronomy 22:10

## One Culture (merger/joint venture)

If a house is divided against itself it cannot stand -- Mark 3:25

## Geographic Proximity

When a man has taken a new wife..... he shall be free at home one year...

-- Deuteronomy 24:5