



Dave Savage



George Wattman



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The Growth Sponsor

Horizon initiatives don't just happen by accident, and they aren't the work of just one individual. Success comes from a team of individuals focused on the right priority. So, meet some of the people who make up a "typical" H1 Team!

Growth Sponsors, like George Wattman, are members of the STD senior management team, and are ultimately responsible for their division's overall growth objectives. As the leader of the H1 process, the *Growth Sponsor* selects the growth opportunities for his/her team, and helps to define the focus for the 100 day Horizon project.

The *Growth Sponsor* also decides who will be responsible to act as Team Leader for the project, and ensures the H1 team establishes a breakthrough goal with well-defined, results-based objectives.

The *Growth Sponsor* will stay involved throughout the project, acting to ensure roadblocks to success become removed, and challenging the creative energy of the team. The idea is to make sure the team is getting what they want/need, and the project is staying on track.

Additionally, and perhaps most importantly, the *Growth Sponsor* directs the work of the team to ensure the necessary resources are available, and prioritized to bring about success. Finally, he/she will look for opportunities to expand the successes of one project to future opportunities.



George Wattman

Growth: It's Everybody's Business!

