

# FLMH PIVOT PLANNING

## 2020 HAS TAUGHT US OUR NORMAL LIVES CAN CHANGE IN AN INSTANT.

COVID-19 ushered in a new world where businesses were forced to rapidly adapt to unfamiliar work environments while ensuring their customers' needs were met. For those in food and agribusiness industries, that included dealing with compromised supply chains, massive spikes in demand for food and increased safety concerns for employees.

A global pandemic is not a situation most organizations have plans in place to handle. At FLM Harvest (FLMH), we've developed a new offering called Pivot Planning to help companies proactively prepare for future emergencies and build business resilience.





# PIVOT PLANNING OPTIONS

**FLMH is a strategic consulting, marketing and communications agency that helps set strategy, align teams, frame opinions and create demand for clients in the agriculture, food and rural lifestyle markets.**

**Our team of expert facilitators is prepared to work with your key leaders to clearly explain what's changing, why it's changing and a timeline for implementation.**

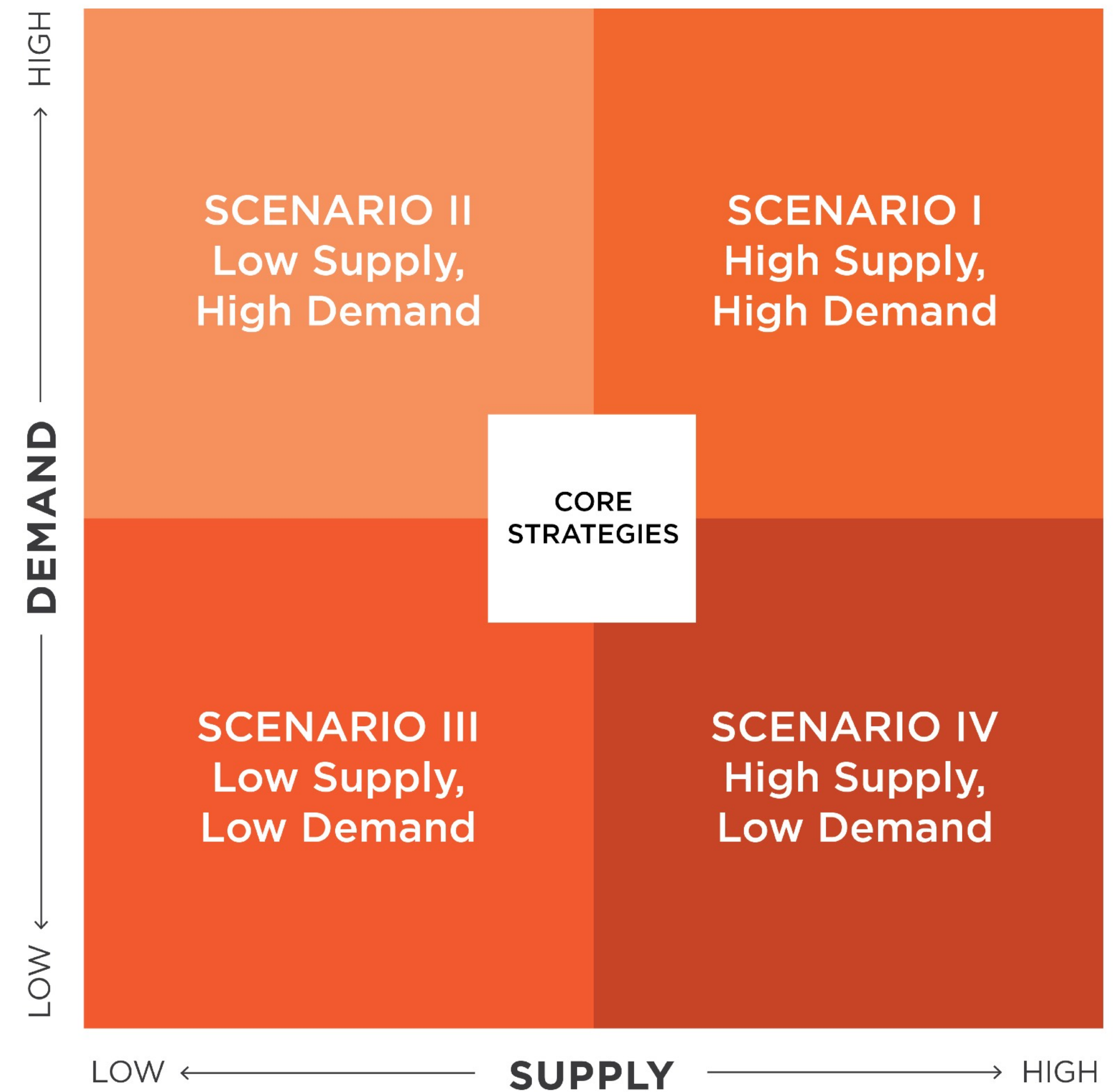
- ✓ Envision a range of possible future scenarios.**
- ✓ Proactively develop scenario strategies that can be deployed quickly.**
- ✓ Identify existing weaknesses in emergency preparedness that should be addressed.**

**Your organization can select from two offerings based on budget and customization needs:**

## Basic Plan

FLMH will hold your choice of either two, two-hour virtual planning sessions or one, six-hour in-person session. Scenario-specific strategies will be drafted based on a 2x2 matrix where supply and demand are the axes. We'll discuss what happens when you're faced with a situation of low supply and high demand verses how you'll operate when demand is low and supply is high. We'll also help you develop core strategies that can be executed regardless of the outside environment.

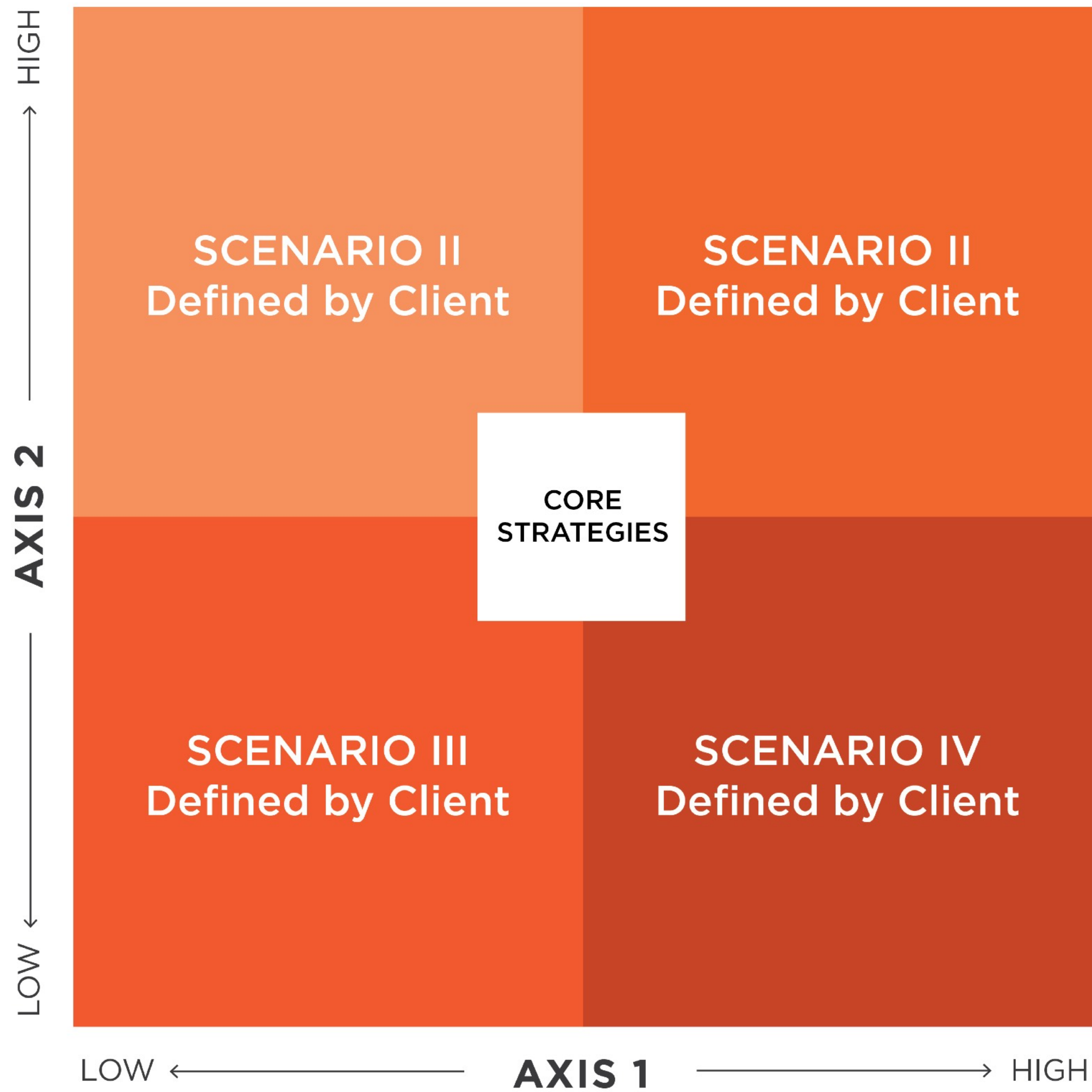
## BASIC PLAN SCENARIO MATRIX



## Advanced Plan

Our advanced plan offers a more customized approach. You may opt for three, two-hour virtual planning sessions or one, eight-hour in-person session. Core strategies will still be developed. However, you will be able to define your own axes specific to your organization or industry. Alternatively, FLMH can work with your team to build out a set of strategies for a range of specific scenarios that you choose. For example, you may decide to develop strategies for a sudden, sharp increase in demand for your product, a major break in your supply chain or a significant loss of available labor.

## ADVANCED PLAN SCENARIO MATRIX



# PREPARE TODAY

Benjamin Franklin once said, “By failing to prepare, you are preparing to fail.” Utilizing Pivot Planning now can help safeguard your organization against significant losses the next time disaster strikes.

Get started now by contacting our experienced management consulting team at [mvankampen@flmharvest.com](mailto:mvankampen@flmharvest.com).

**For more information on FLMH’s management consulting, visit [flmharvest.com](http://flmharvest.com).**



“  
**BY FAILING  
TO PREPARE,  
YOU ARE  
PREPARING  
TO FAIL.”**