

# GETTING YOUR TEAM TO Buy In on New Technology

## Change is Hard



Break  
Routines



You're Slow  
At First



Initial Overwhelming  
Confusion



We try to eat the  
whole elephant



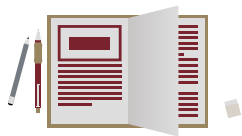
Underestimate  
the process

## 3 Step Process

Having a strong process limits your pushback, speeds up adoption and generates a faster return on your investment!

1

*Plan*



- Special Team
- SME
- Launch Plan
- Details
- Sell the Value

2

*Launch*



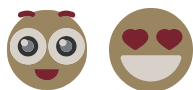
- Party
- Why
- How
- Incentives
- Trust

3

*Accountability*



- Responsibility
- Check ins
- Issues
- Late Bloomers



## Handle Excuses



*Have a Plan For*

Too Busy  
Duplicate Entry  
My Client's Don't Like...

It Didn't Work For Me  
One Client Didn't Like It  
It Takes Me Longer