

Innovations

A newsletter on Better Health Care Management



The Magic of Execution: Think Big and Reach 1% Every Day

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“How can my district/province achieve the targets the Ministry of Health set for this year?” The answer is: use the magic of

execution! We tend to over-plan and under-execute. We all have seen very comprehensive plans that in the best of cases achieve less than 50% of their targets; and in the worst cases, plans never get monitored or even looked at a month after written. When targets are not met, lack of resources is the most common excuse. However, you may have noticed that in spite of donors spending millions of dollars in new projects and programs, more resources do not solve the problem. Reaching your targets does not depend on how much funding or how many staff you have. ***It all depends on what you do with what you have!***

Now suspend your beliefs about what you lack. Instead consider what you do every day and how much of what you do is directly related or leads to achieving your targets. In many cases, health staff are very busy, sometimes too busy, but not doing the activities that are critical to reaching their targets.

What to do? Think Big and Reach 1% Every Day. In other words, just do the opposite: under-plan and over-execute. ***Think Big***, think of your target, for instance, to reach 85% immunization or antenatal care coverage in your district or province. Then, ***focus on reaching, just 1% of your target every day.*** If your target is to immunize 85% of the children below one year of age, find out how many children below the age of one are in your district or province. Let's say there are 300 infants. To reach 85% you need to immunize 255 children. To do this, you will need to contact each child 5 times during the year or 1275 visits. Divide that 100, the usual number of working days in a year. That gives you about 12 children's visits a day. That is your 1%. Plan to reach that target every day and you will achieve the Ministry's targets. In fact, there are about 220 working days in the year, so you will over-execute, achieve your targets in 100 working days and exceed the Ministry's expectations!

Consistency is the trick behind the magic of execution! If you reach 1% every day, you will achieve and even exceed your targets; just by executing and reaching 1% every day; just like magic!!

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Innovations shares the international experience of Dr. Elvira Beracochea and the MIDEGO team. If you have a healthcare improvement question or comments on this month's newsletter, please write to Dr. Elvira Beracochea at elvira@midego.com.

About Dr. Elvira

Dr. Elvira Beracochea is an international public health consultant and coach to other public health workers in how to innovate and improve quality of life. She is the founder, President and CEO of MIDEGO, Inc.

About MIDEGO, Inc.

MIDEGOS is committed to be an important partner in reaching the Millennium Development Goals and improve quality of life.

Our mission is to assist you and your organization to reach global health goals, one day - one percent at a time. **Our vision** is help make quality health care possible for everyone everywhere every time.

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