

# Bob Buford's T3 Cliff Notes

## Time, Talent, & Treasure

V13

### Umbrella Mission

(The Result)

To transform the latent energy of American Christianity into Active Energy.

#### Niche Strategy Areas

The Halftime Movement

The Megachurch Movement

The Drucker Institute

##### Top 10 Values

1. Build on the islands of health and strength.
2. Work only with the receptive and only on what's trying to happen.
3. Go big or go home. Focus, don't do dribs and drabs.
4. Giving is not a result – changed lives are.
5. The fruit of my work grows up on other people's trees.
6. The entrepreneurial-style leader is where the leverage begins.
7. Bet on a great leader with a big idea.
8. The essential ingredient for success is a steady stream of innovation.
9. "It's your job to release and direct energy, not to supply it."
10. Structure follows strategy, and strategy begins with clear desired outcomes.

##### To What End?

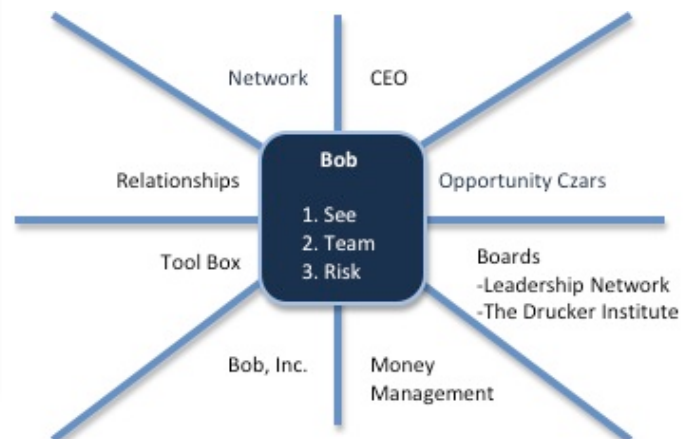
##### Powerful Mechanisms

1. The Leadership Community Mission – To find smart people who are getting real results and put them together.
2. It takes a Director to:  
Find  
Connect  
Multiply  
} The Smart People
3. 90% subsidized.
4. An operating foundation, not primarily a grant maker.
5. Bob Inc/The Buford Foundation as incubator of ideas for Leadership Network and parallel mechanism.
6. Intellectual property mission – to spread the idea virus – for the benefit of the receptive early adopters.
7. The Halftime Institute.

##### Unique Abilities Team

This is the final lesson of the late bloomer; his or her success is highly contingent on the efforts of others.

-- Malcolm Gladwell, 10.20.08

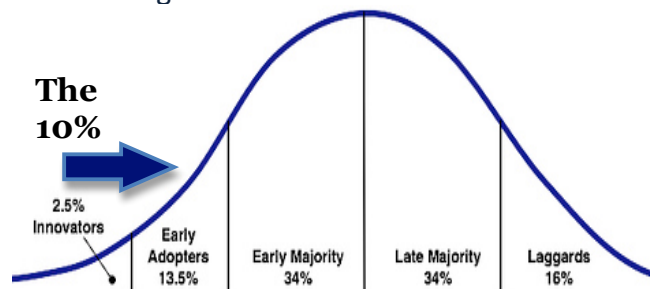


##### Key Questions

- What is God doing?
- What needs doing now? (the white space)
- Who are our customers?
- What do our customers consider value?

##### How Innovative Ideas Spread

From *Diffusion of Innovations*,  
Everett Rogers

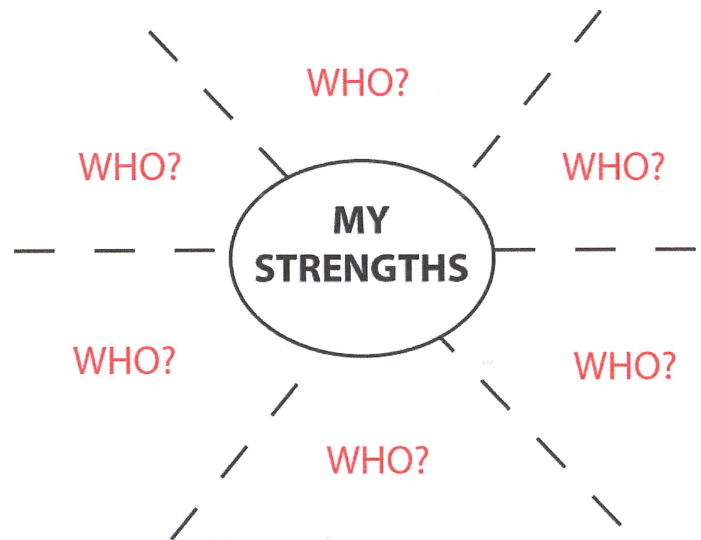


# UMBRELLA MISSION

NICHE STRATEGY AREAS  
(who is the customer?)

## MY TOP 10 VALUES

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.
- 9.
- 10.



## POWERFUL MECHANISMS

HOW ARE YOU GONNA GO ABOUT IT?

## KEY QUESTIONS I ASK MYSELF

