

# STRATEGIC EMPOWERMENT



## FOCUS AREA:

### WHAT ARE THE HARD LINES?

(Firm policies and regulatory guidance that are a core part of your approach, brand, or legal obligations.)

What are three sample scenarios that will help clarify these parameters?

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### WHAT ARE THE SOFT LINES?

(Outcomes that must be achieved or directional guidance. How they are achieved is at the discretion of the associate or team member.)

What are three sample scenarios that will help clarify these parameters?

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### WHAT ARE YOUR LINES?

(These areas are up to the person or team's discretion.)

What are three sample scenarios that will help clarify these parameters?

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