

WHAT I DO, IN ONE PAGE

I find the one spot where a small push gets the whole thing *moving*.

Companies get stuck — decisions drag for months, projects stall, suppliers overcharge, teams blame each other. Michael finds the one spot where a small push gets the whole thing moving, then pushes there with you. Twenty-one years of doing it in big business, most of it in big retail. *The first conversation is free and there's no pitch.*

Sound *familiar*?

SIX THAT LAND ON DESKS LIKE YOURS

THE SITUATION ON YOUR DESK	WHAT IT USUALLY IS	WHAT MOVING LOOKS LIKE
The capex approval on its third resubmission	<i>Nobody owns the no</i>	Signed this quarter
The supplier decision stuck in review while the old contract quietly renews itself	<i>The risk has no owner</i>	The new contract signed
The org redesign everyone agrees with and nobody signs	<i>Two functions, one gap</i>	One owner, one date
The system go-live postponed a third quarter	<i>"Ready" was never defined</i>	A date that holds
The price increase you know you must pass on, and haven't	<i>The talk nobody will start</i>	The letter goes out
The renegotiation you're losing slowly, one small concession at a time	<i>Silence is a decision</i>	You set the terms

What moving looks like — patterns, not client names.

HOW THE PUSH GETS FOUND — FOUR LENSES

- ◆ Find the one point where a small move unsticks the whole system.
- ◆ Use AI to see what the spreadsheets can't.
- ◆ Navigate the mess instead of pretending it's simple.
- ◆ Design the change so it holds after I leave.

Each of these has a method behind it — the fuller case for each is at probabilitycrisis.com.

CALL WHEN

✓ The strategy is sound and the people are capable, but something sticks between the boardroom and the floor — and you can use an uncomfortable truth.

DON'T WHEN

✗ You want a decision already made validated, a deck delivered, or a fully-specified plan run without friction.

How it works: thirty minutes on your one stuck thing. Often the likely jam, named plainly. Then *you* decide what happens next.

THIRTY MINUTES • A NAMED JAM • YOUR CALL

R4.2B+ INDIRECT-SPEND PORTFOLIO

21 YEARS IN BIG BUSINESS, MOST OF IT BIG RETAIL, INCLUDING RUNNING PROCUREMENT

NEXT STEP

30 minutes, no pitch. Or take the Keystone Read — five questions, nothing leaves the page.

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