meaningful few®

Meaningful Few® Razor

1	**Define the real outcome**	***What must be true in 6–12 months for this to have been a success?***	• Be explicit and measurable • Avoid vague aspirations • Name the outcome, not the activity • Honestly define what problem we are solving for
2	**Apply the 80/20 cut**	***Which few inputs will drive most of that outcome?***	• Identify the 3–5 highest-leverage actions • Actively ignore the rest (for now) • Fewer than three is usually unrealistic; more than five is usually avoidance
3	**Stress test opportunity cost**	***If we say yes to this, what are we explicitly saying no to?***	• Time / Budget / Attention / Political capital • If we cannot name the trade-off, the decision is not real.
4	**One thing that matters now**	***If we could only track one thing for the next 90 days, what would it be?***	• Choose a single guiding metric or milestone • Align decisions and conversations to it • Let it act as the arbiter of priorities
5	**Deliverability**	***Is this within our capability to deliver?***	• Do we have (or can we buy) the right resources? • What 3 things will make or break implementation?

The Meaningful Few™ Standard - If a priority cannot survive this razor, it is not a priority—it is a distraction.

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Focus on
What Matters Most