

## **J. Michael Locke**

### **Musings**

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#### **#1: Triage as Crisis Begins** **March 15, 2020**

You guys are all leading companies on this unprecedented time. Here are my 2 cents

Watch your liquidity — run sensitivity models. Business (and society) is coming to a halt. You likely have no visibility. People are not focused on making buying decisions. Bookings will dry up. Halt any hiring.

I assume everyone has already moved to remote work. Keep people connected. Host synchronous sessions. Over communicate. Daily virtual huddles at the department level. My point is don't let team get "disconnected"

Lean in and help customers if you can. Call client CEOs and checkin. Show you care

Innovate! You are all leaders in technology. Society just became more tech centric (I had a virtual cocktail party last night with FaceTime). Now is a time to quickly adjust, innovate using technology and lead. Speed is key

Watch your bandwidth. Networks are going to get stressed. Make sure you have enough.

Personally I think the health aspect is overblown and this is a bad storm that will blow over in 3-6 months.

Hope this unsolicited advice might be helpful