

Level 1: Foundation Alertness – I have some alertness but my actions are risk adverse

- At level 1, individuals & teams are more alert to the drivers and organizational procedures, but actions are low risk.
- The problem is often that you may see utilities & sustainability actions going against other operational objectives.
- Some of our colleagues call this level ‘toeing the line’:
 - Some equipment may be switched off to make savings, but generally...
 - This only happens when risks are considered very low because of our fear of making mistakes.

Typical Results

- **No correlation** between resource consumption & commercial activity.
- **Very little savings achieved in practice.**

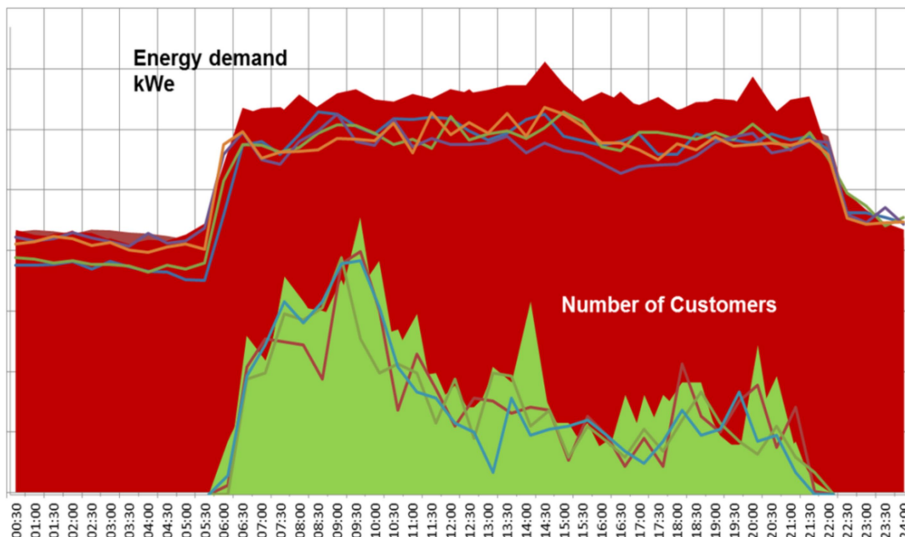
Some ‘Win Win’ Steps

- Develop your alertness to avoidable waste & the opportunities there are.
- Find out about what’s going on from colleagues and understand how you fit in.
- Take simple actions when you can: switch equipment off and turn it down.

“We have water savings technology so surely our toilets must be efficient!?” – but in practice metered consumption showed the benefits were not being realized.



In-built ways to make savings are not often used



For a Customer Lounge, this Chart highlights energy waste

- Red area represents energy consumption over 24 hours.
- In Green, the chart plots the number of customers using the space over the same time period.
- When comparing the two, the hidden avoidable energy waste jumps out at you (difference between the red and the green).
- This chart was the spark for action. The team have since saved equivalent of \$30,000 per year in reduced energy consumption (to 2019), with more to target.

Setting some simple ‘Win Win’ next steps – Getting better means climbing the ladder

The Challenge for us all is to get from:

1. Where you are now, to
2. Where you need or want to be for Net Zero.

Yes, there’s good work going on but we all know there’s so much more we can be doing – **the time to do more is now.**

- You can use the proficiency model to get an idea of where you are now and target simple steps to climb the ladder.
- Experience shows you can’t jump up the proficiency ladder; it needs to be a committed journey, getting fitter & staying fit.
- Think about the opportunities you see, savings you could achieve and the actions that would help you deliver lasting change.
- **What’s important is that you just go for it.** Don’t worry about making mistakes. We can help you set up the simple structures to manage the process and develop your levels of proficiency and performance.
- The Everyday Champion mindsets don’t change – focus on making it personal, focused, continual and desirable – and most importantly make it yours.
- We are seeing a new drive towards people-led approaches to sustainability in organizations. **Take part in this too!**

