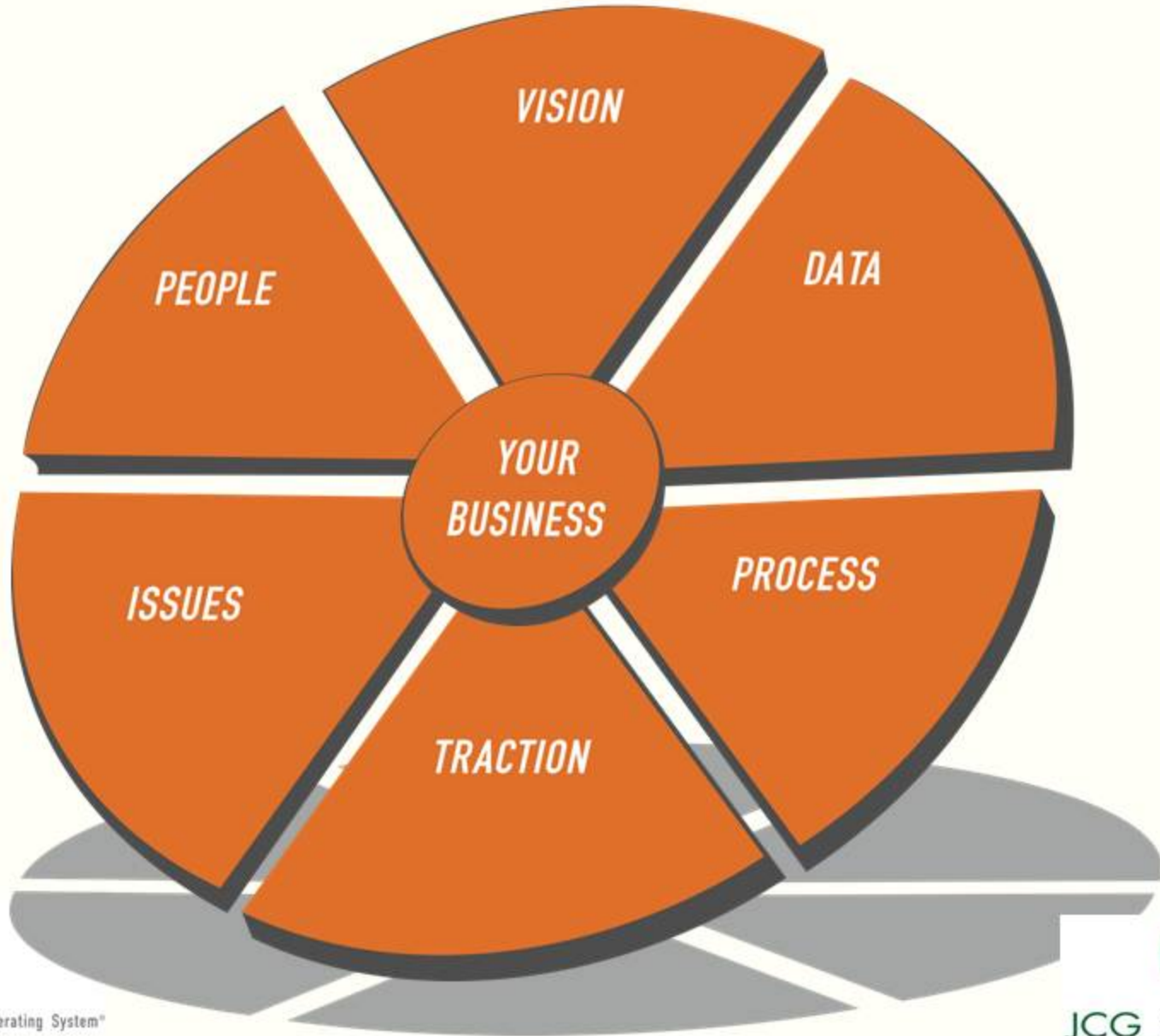


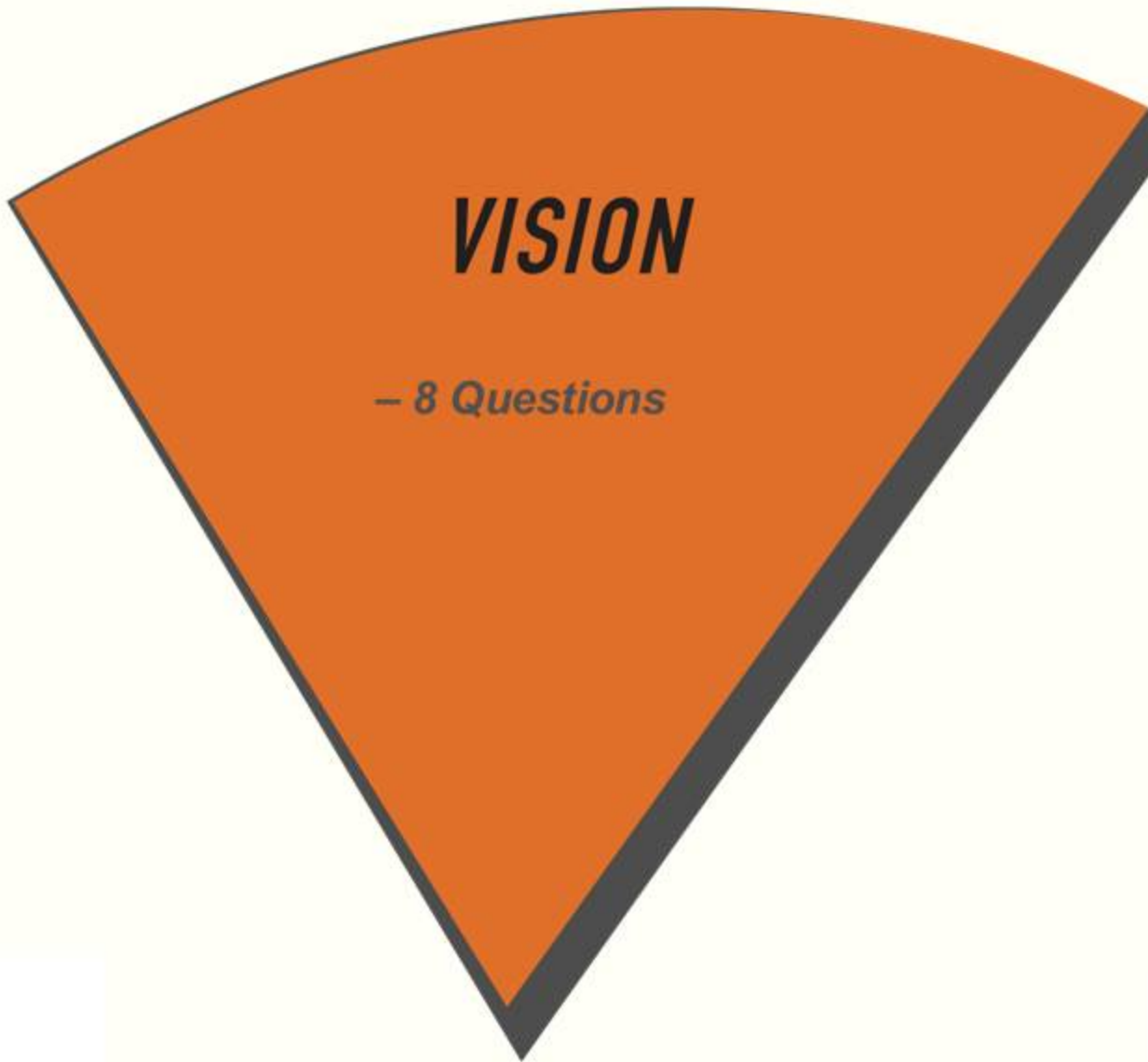
Get A Grip On Your Business



The 5 Frustrations

- 1. Control**
- 2. Profit**
- 3. People**
- 4. Hitting the Ceiling**
- 5. Trying a Lot of Stuff**





8 Questions

1. Core Values?
2. Core Focus™?
3. 10-Year Target™?
4. Marketing Strategy?
5. 3-Year Picture™?
6. 1-Year Plan?
7. Quarterly Rocks?
8. Issues?

VISION

– 8 Questions

– Shared by All



PEOPLE
– *Right People*

THE PEOPLE ANALYZER™

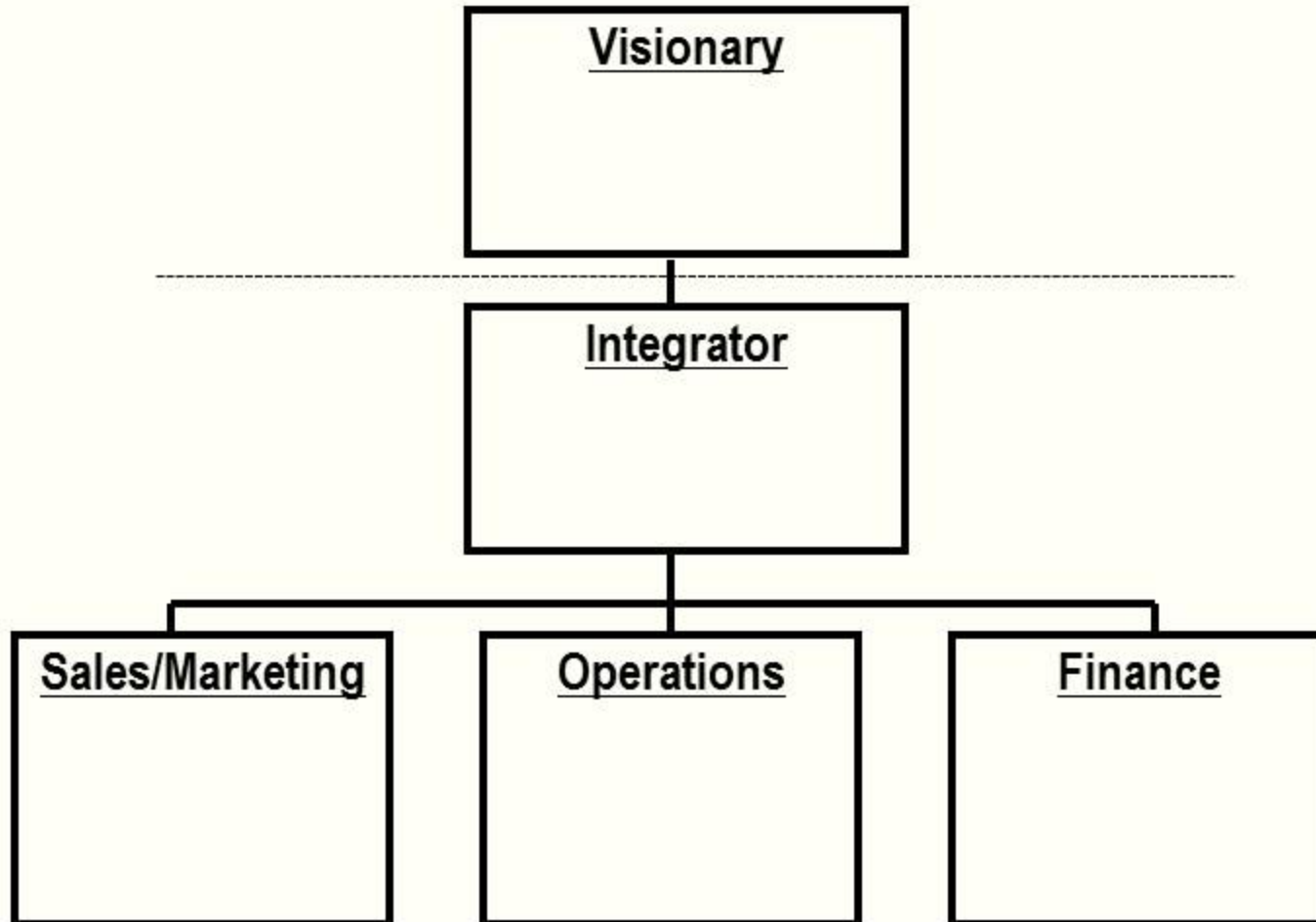
Name					
	<i>Be humbly</i> +	<i>Grow or die</i> +	<i>Help first</i> +	<i>Do the right thing</i> +	<i>Do what you say</i> +
Sally Jones	+	+	+	+	+
John Smith	-	<i>confident</i>	-	-	<i>thing</i>
George Wilson	+/-	+/-	+/-	+/-	+/-
The Bar	+	+	+	+/-	+/-

PEOPLE

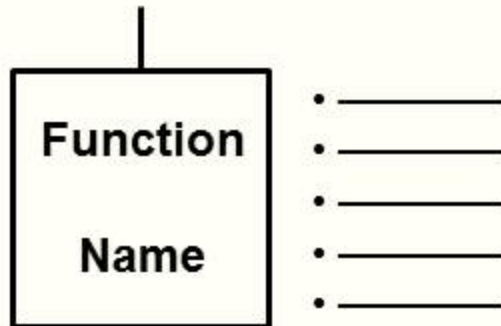
– Right People

– Right Seats

THE **ACCOUNTABILITY** CHART



GWC™



- **Get It**
- **Want It**
- **Capacity to Do It**

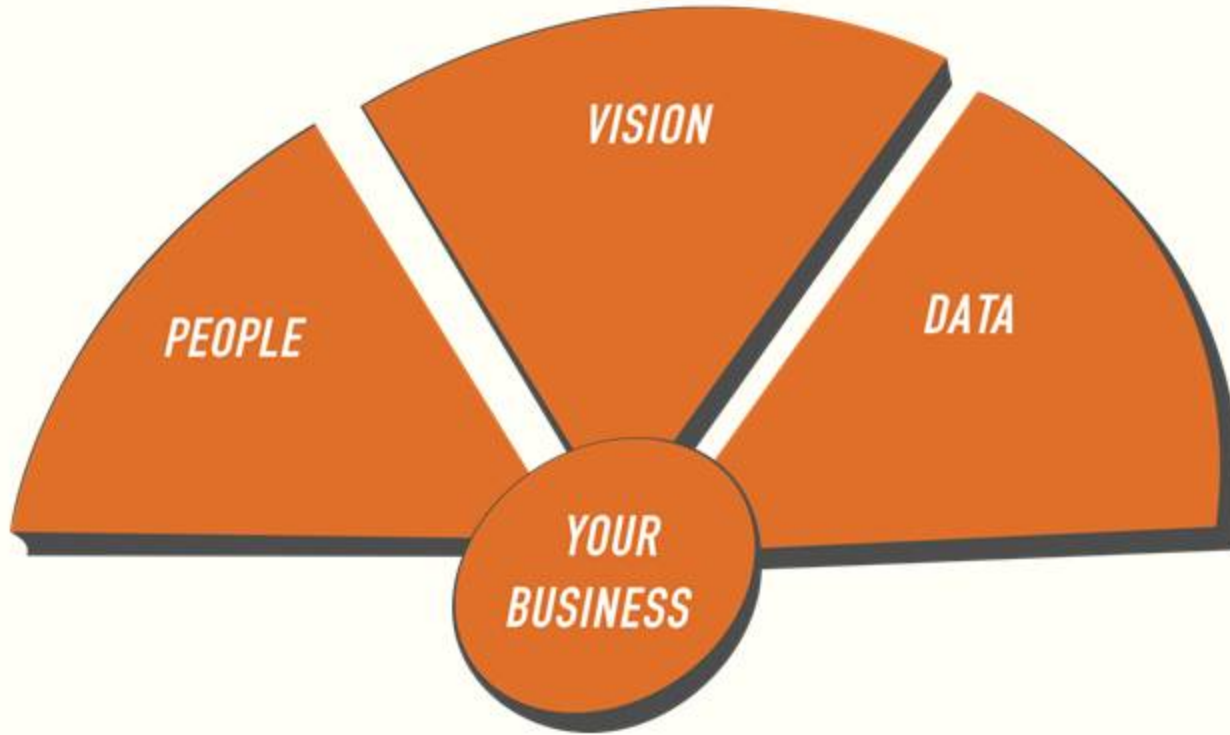


DATA

- Scorecard

DATA

- Scorecard*
- Measurables*



ISSUES

– Issues List

– IDS

THE ISSUES SOLVING TRACK™

Prioritize (1, 2 and 3)

1. Identify

- The Root Cause

2. Discuss

- Once
- Open and Honest
- Healthy Conflict

3. Solve

- For the Greater Good
- Simple, Never Easy
- Action Items

PROCESS

– Documented

THE **SIX TO TEN** CORE PROCESSES

- **The H/R Process**
- **The Marketing Process**
- **The Sales Process**
- **The Operations Processes**
- **The Accounting Process**
- **The Customer-Retention Process**

PROCESS

- Documented*
- Followed by All*



TRACTION

– Rocks

– Meetings

THE LEVEL 10 MEETING™

Agenda:

Segue	5 Minutes
Scorecard	10 Minutes
Rock review	10 Minutes
Customer/employee headlines	5 Minutes
To-Do List	10 Minutes

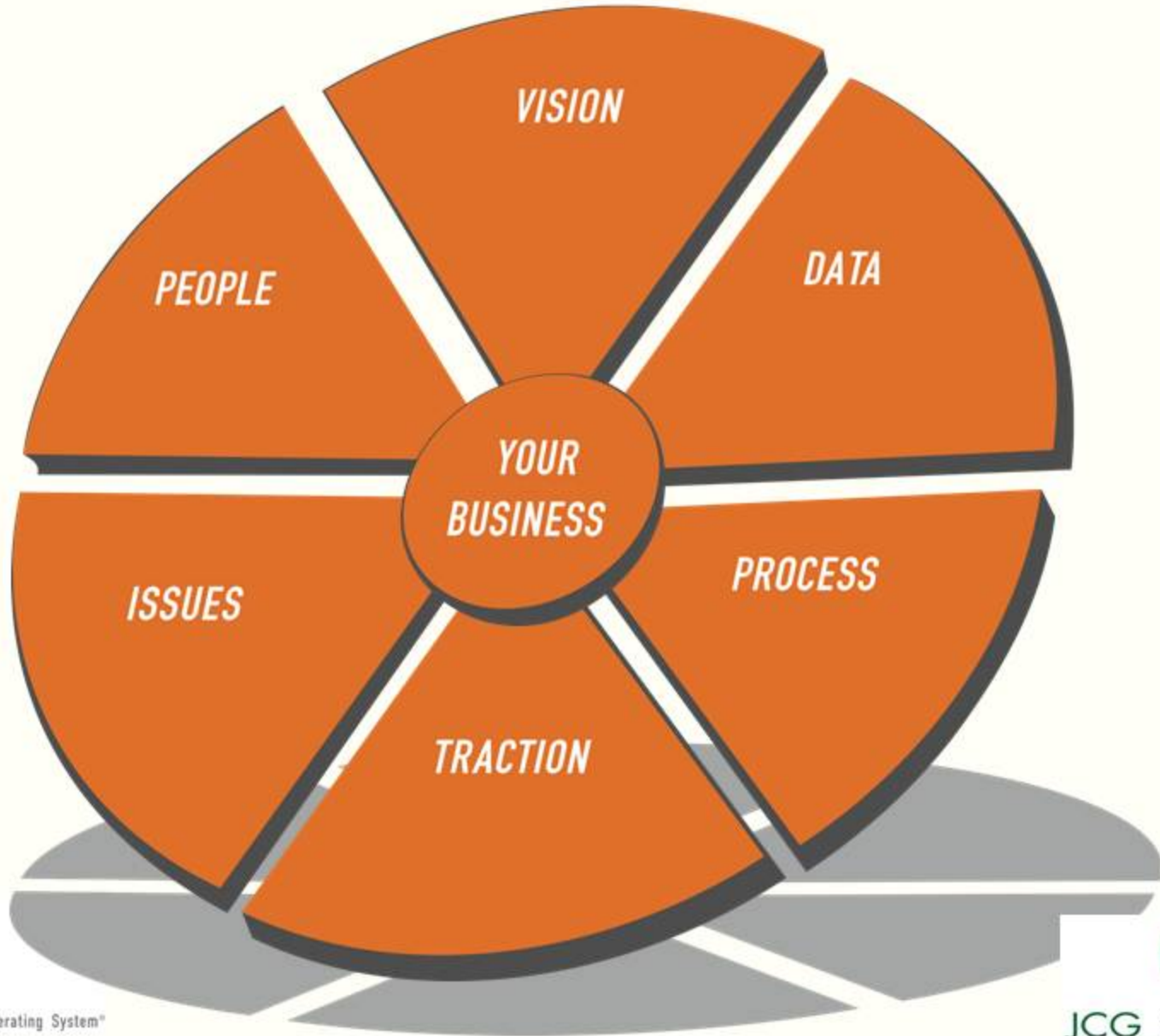
Placeholder text for the To-Do List section.

IDS	45 Minutes
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Placeholder text for the IDS section.

Conclude	5 Minutes
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Recap To-Do List
Cascading messages
Rating (1-10)



Action Steps

- 1. The Root Cause**
- 2. The 8 Questions**
- 3. Right People, Right Seats**
- 4. The 90-Day World**
- 5. The Level 10 Meeting™**