

BUSINESS GROWTH ACCELERATION MAP

HOW TO CREATE PREDICTABLE, PROFITABLE & SCALABLE GROWTH... WITH NO GUESSING

Your Primary Result

Increase Your Business Multiple By 1 or More... In 24-Months or Less

1: Manage The Big Picture

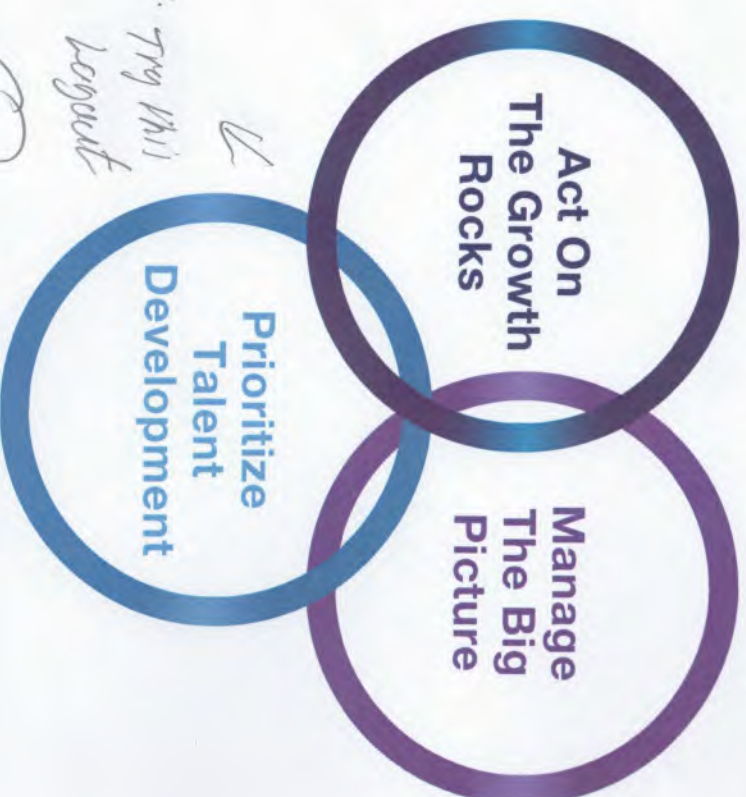
- ✓ Simplify your business plan and articulate it on 3 sheets of A4 paper.
- ✓ Use a simple system to communicate your vision and goals across your whole organization
- ✓ Make your business strategy come to life in your organization, instead of lying dormant in your filing cabinet
- ✓ Get crystal clear on who your Ideal Client is and what your Difference Maker is. Create Winning Moves that keep you well ahead of your competition.
- ✓ Become a real Customer Centric business and integrate the concept of Customer Success into the DNA of your company
- ✓ Prevent potential disasters and derailment by using systems that look into the future
- ✓ Increase your gross margins to well above industry averages.
- ✓ Simplify how you manage and report to a Board of Directors, or group of investors

2: Act On The Growth Rocks

- ✓ Develop an accountability culture so everyone holds everybody else accountable for delivering on big rocks.
- ✓ Boost your productivity and the speed at which things get done.
- ✓ Get everyone on your team focused on metrics that are aligned to your company priorities.
- ✓ Boost the output you get from your company / departmental meetings.
- ✓ Create more accountability for measurable goals. Get increased buy-in from your management team and team members.
- ✓ Take much of the complexity out of running your business. Simplify what you're trying to do and how you're trying to do it.
- ✓ Systematize how your business runs across all departments and business functions.
- ✓ Optimise your business processes using the Kaizen framework. Leverage the concept of 'The Aggregation Of Marginal Gains'.
- ✓ Find issues earlier in your business. Solve them systematically and make them go away for good.
- ✓ Gain clarity around what you need to do next when you stumble in pursuit of your goals / vision.
- ✓ Pursue the aggregation of marginal gains across your whole organization.

3: Prioritize Talent Development

- ✓ Grow and develop your management team so they can take care of day-to-day business details. Allow the business leader to focus on strategy, talent and culture.
- ✓ Create complete company alignment. Simplify how you get everybody on the same page, and keep them there.
- ✓ Implement team feedback systems linked to organizational big rocks
- ✓ Define your core company culture. Manage your whole business around your company culture. Hire A-Players that match your culture. Define organizational behaviors based upon your culture guidelines.
- ✓ Play to people's strengths and get the right people sitting on the right seats on the bus
- ✓ Learn to separate yourself from the business so it can run without you eventually.
- ✓ Create more focus and balance in your business and your life. Stay in control so the job does not dominate your life.
- ✓ Optimize your company communication rhythm, so your whole company stays informed, aligned and engaged.



Implementation MAP

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MANAGE The Big Picture

- ✓ Business Growth Acceleration Strategy - Simplified Business Plan
- ✓ Winning Moves - Outmanoeuvre Your Competition
- ✓ Business Growth Matrix (Wheel) - Analyse Your Business On One Page
- ✓ SWOT-AT - Strategic Analysis Tool
- ✓ Annual Plan - Top 5 Big Annual Rocks and 90-Day Milestones
- ✓ Big Rocks Chart - 90-Day Big Rocks On One Page For Full Team
- ✓ Idea Analysis - Objectively Analyse Ideas, Projects & investments
- ✓ Issues Table - Capture All Issues In One Place
- ✓ Systems Chart - Manage Your Business With Documented Systems

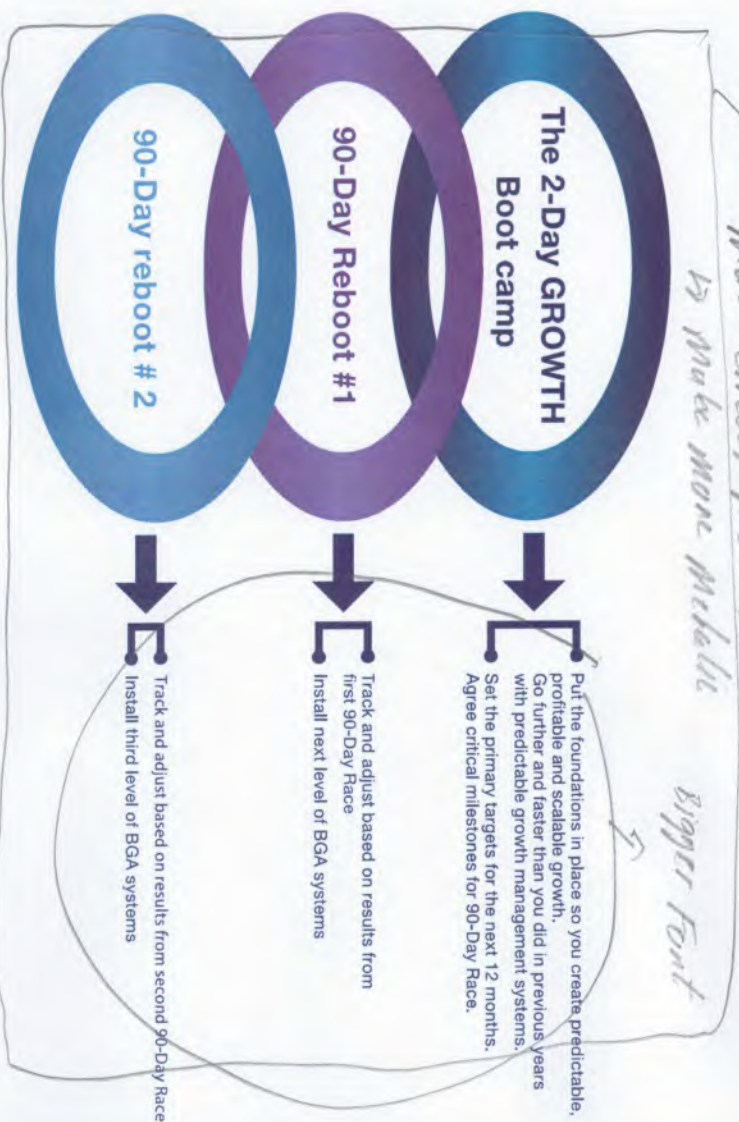
ACT On The Growth Rocks

- ✓ RAM Chart - Lead and Manage Your Team On A Single Page
- ✓ Dashboard - Everyone Owns A Number
- ✓ Pipeline Acceleration Plan - Speed Up Your New Business Development
- ✓ Customer Development - Find, Win, Keep, and Grow More Ideal Clients
- ✓ Money Mastery - Boost Your Financial Performance
- ✓ GSD Execution Chart - Capture and Prioritize All Actions
- ✓ Planning & Action Pyramid - Managing The 90-Day Race
- ✓ Feedback Loops - Managing Results With Objective Feedback
- ✓ Solution System - Solve Issues Faster

PRIORITIZE Talent Development

- ✓ Culture Fast Track - Decide On Your Company Values
- ✓ Talent Analysis - Analyse Your Whole Team On One Page
- ✓ Talent Management - Hire, Manage, Train & Retain 'A' Players
- ✓ Acceleration Meeting Rhythm - High Performance Meetings

Make Guarantee Here



GUARANTEE

Each of the 4 days comes with an unconditional money back guarantee. If you get to the end of a module day and are not 100% convinced you will achieve the primary goal, simply request a hassle-free refund at the end of the day. Your investment in that module day will be fully refunded and future dates will be cancelled.