

Optimized Business System

You've worked hard to grow your business to where it is today. But what you've done won't get you to the next level. You need a robust system that can help you manage your team, achieve your goals and scale to the next level. It's time to put together the practices, the big picture and a plan for what's next.

About

Our Optimized Business System will help you begin building what you need to breakthrough to a new level. Learn and apply new tools and practices. Make your business easier to manage. You might actually enjoy running your business again!

What you will experience:

- Learn how to “get out of the weeds” and “stop fighting fires”
- Establish the discipline to work **on** your business - not just **in** it
- Learn simple, easy-to-use tools for managing and developing your team and holding people accountable
- Create a compelling and clear picture of the future for your business
- Walk through step-by-step to create strategic plans for each major area of your business

Which One is Right for You?

- **Full Service.** We work directly with you to teach and to facilitate your meetings. You get our dedicated attention and help to help you break through.
- **Group Workshop.** Attend one of our public workshops with other leaders just like you. Learn the process and draft your plan in the workshop with our help.
- **Self-Guided.** Learn via online videos and templates. You implement at your own pace.

The Process

After you have assessed your current situation, you can get started at the right place in the Process. As you master each phase, you can progress to the next. Complete Phase 4 and move into maintaining your momentum with regular progress review workshops.

1

Practices

You need daily, weekly and quarterly habits and practices to professionalize your business. Without repeatable practices, good plans will fail.

2

People

You need an organizational chart that helps you manage the people on your team. You also need useful tools to help you and your leaders manage your team better.

3

Picture

Now that you have a better culture, let's step back and create the big picture of where you want your business to go. Clarify your business proposition and your 1-year mission.

4

Plan

With the Big Picture in hand, craft a company strategic plan and departmental plans that are in sync. Prioritize first steps in a 90-day sprint.

5

Progress

Check your progress each quarter in a Review Workshop. Meet with your leadership team, and make adjustments. And keep up the momentum!

Optimized Business System

“Culture eats strategy for breakfast.” - Peter Drucker

That’s why we start by helping you create a culture that will support your new plans. When your culture gets better, then we’ll work on strategies to help you create an optimized business where you love to go to work every day.

Step 1: Assess

You’ll start with an assessment of where you are today. This will help you and us determine what you are doing well, and where you need help.

Most likely, we’ll start with Practices. Let’s make sure your day-to-day and weekly practices are working before we make big plans.

Step 2: Learn & Do

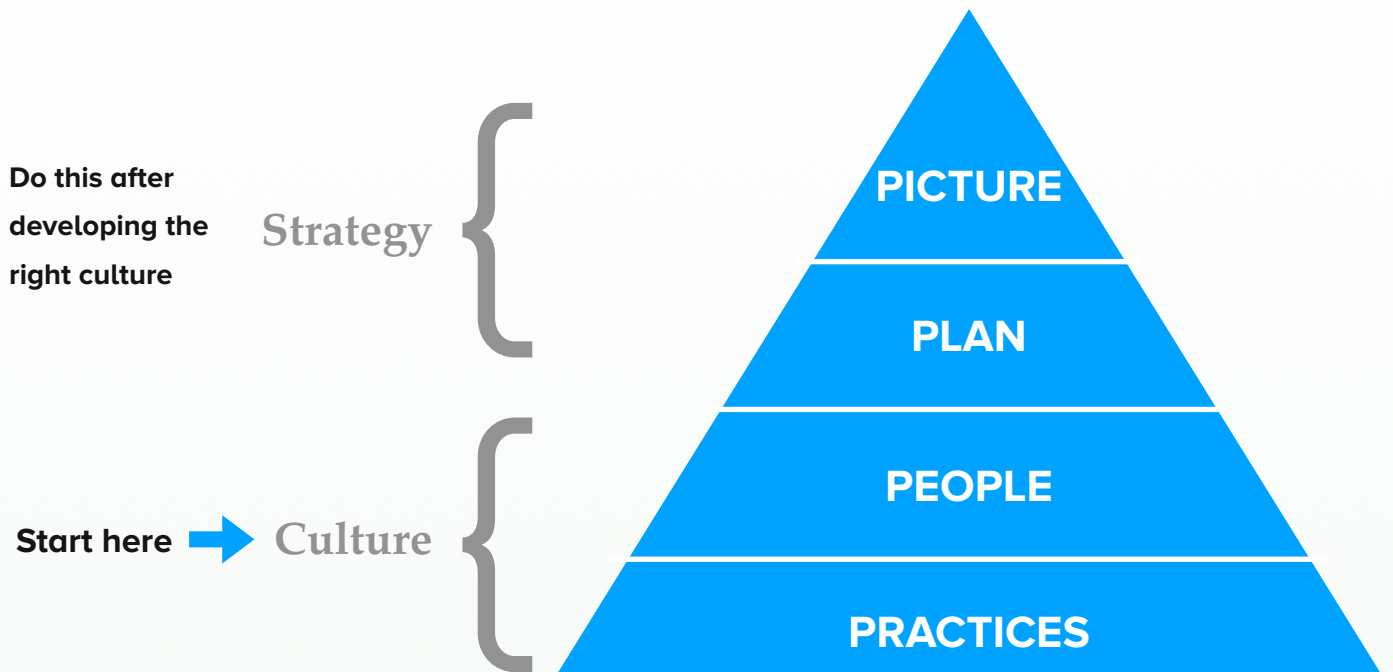
After the Assessment and a couple of conversations with you and your leadership team, we’ll select the right first step in the System to begin.

We’ll teach you new tools and mindsets to begin creating the culture you need before we begin crafting the plan for the future.

Step 3: Repeat

Along the way, as you begin to master a phase in the System, we’ll assess and help you know when to move to the next step in the Process. By doing so, we’ll help you from becoming overwhelmed. We want to build momentum — not add stress.

That’s why we establish a quarterly routine of checking your progress and making adjustments to your Plan.



Optimized Business System

To change your culture and to put new strategies in place will take time. That's why we work with you over a period of 12 to 24 months to help your new learnings stick and make a difference.

Ways to Implement

Full Service

If you are ready to invest in your business and you want personalized, expert service, this is your option.

We work individually with you and your leadership team to help you implement each phase of the System over a period of 12 months.

Group Workshop

If you want to experience the tools and try out the System with us without a long-term commitment, this could be your option.

You'll attend a workshop with other leaders to learn the System. You'll create your first step in your plan with a facilitator in the workshop.

Self-Implementation

If you want an economical way to learn the tools and the System, then this is a great option.

You'll get access to training videos and templates that will guide you through the System. Then you'll take what you learn back to your team to implement as much of it as you want and when you want.

Maintaining the System

Regular Rhythms

We have found that our clients have the most success when they implement over time. If you try to do too much at one time, you're less likely to see the changes stick.

That's why we work with you in intervals of about 90-120 days to implement each Phase. And of course, if your Review and Assessment says you need to spend a little more time, that's what we do. Ultimately, we want you to be successful. We're here for you as long as it takes.

