

Trust is increased as the company continually shares & reinforces everything from the big picture down to the quarterly tactics **Execution**

Do you have the right People in place to execute? Are the goals crystal clear and SMART? Who is accountable? Are they being tracked weekly? Are they getting the expected results? How can we get better?

It all starts with People. Do they believe in your purpose? Will

& profits?

capabilities and key initiatives do you need to prioritize?

Revenue/Profits

competencies, key

Are all of these pieces generating the revenue, profits and cash flow forecasted? Are the financials being shared in some form of Open Book Mamt? Are you fueled for growth?

How are you different in wavs that matter to your core customers? Are your key initiatives prioritized and SMART? Do you have the right

Swimlanes

Who is

Tracking accountable to complete these strategies? How will they be of all of these completed. When projects and will they be initiatives? If off completed. track, how do we

What is the status

get them back on

track?

Where can each team member grow professionally and personally? What is the status of their projects?

Coaching