

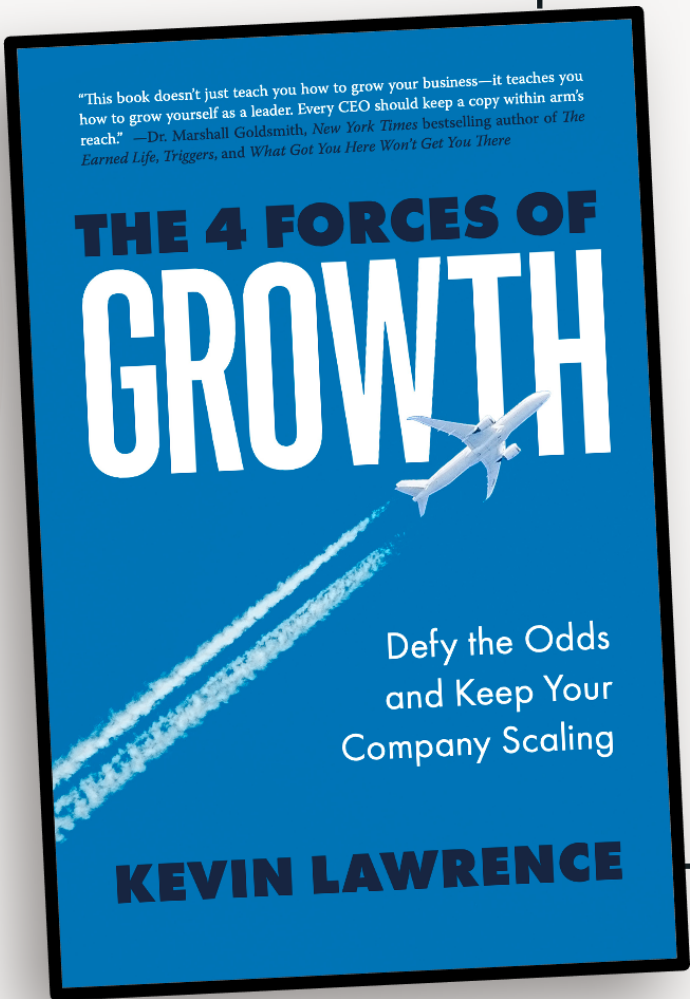
The 4 *Forces* Of Growth.

“If The Leaders Get Distracted From Growth, The Company Won’t Grow”.

– Kevin Lawrence

What causes/has caused spatial disorientation in your team?

“You can’t improve your way to growth.”



Resources @ 4forcesofgrowth.com

- 7 3 Minute Video Overviews.
- 7 PPT to Share
- 7 Case Studies
- 7 Assessments
- 7 Webinar
- 7 Articles

What Is Your Version of Real Growth:

Our X: _____

Our Profit or Gross Profit/X: _____

Your Real Growth	5-10 Year Target	This Year	Last Year	2 Years Ago	3 Years Ago	4 Years Ago	5 Years Ago
Annual X's							
Annual Gross Profit or Profit / X							

“Don’t mistake better for bigger.”

Resource Allocation: Are You Growth Oriented?

Your Activities: What are your key activities in each quadrant?

	Growth (more X's)	Improvement (profit per X)	Analysis	Agony
Your Activities				

Your Time: What % of your average month is spent in each quadrant?

	Growth (more X's)	Improvement (profit per X)	Analysis	Agony
Recently				
Ideal				

Your Individual Goals: What % of Your Annual & Quarterly goals are in each quadrant?

	Growth (more X's)	Improvement (profit per X)	Analysis	Agony
This Year				
Ideal				

Your Communication: What % of the communication to your team is in each quadrant?

	Growth (more X's)	Improvement (profit per X)	Analysis	Agony
This Year				
Ideal				

Your Recalibration: Actions to improve or sustain your growth?

Resource Allocation: Is Your Org Growth Oriented?

Your People: What % of Your Key People Are Aces/A-Players/Thriving In Their Roles?

	Aces / A Players Excellent on Values & Performance	B-Players Excellent on Values & Miss on Performance	C-Players Miss on Values & Performance	Toxic A's Miss on Values & Excellent on Performance
Current				
Ideal				

Your Strategy: What % of Annual & Quarterly objectives are in each quadrant?

	Growth (more X's)	Improvement (profit per X)	Analysis	Agony
This Year/ Quarter				
Ideal				

Your Numbers: What % of Your teams are Instrument Rated*

**They have the numbers they need hourly, daily or weekly to understand how their team is performing vs. expectations and celebrate or recalibrate immediately?*

	75% +	50-74%	25-49%	0-24%
This Year				
Ideal				

Org Recalibration: Actions to improve or sustain your growth?

Commitments:

#1 Action Personally: _____

#1 Action Your Team/Org: _____

#1 Thing to stop: _____

#1 Insight / Most valuable or surprising takeaway: _____