

IMPLEMENTATION GUIDANCE FOR BUSINESS GROWTH

PERSONAL IMPROVEMENT	COMPANY IMPROVEMENT
Valuing	Vision
Believing	Strategy
Leading	Mission
Communicating	Purpose
Trusting	Teamwork
Delegating	Systems Perspective
Humanizing	Alignment & Focus
Peopling /Recruiting	Market Savvy
Caring	Goal Setting
Goal Setting	Management/Motivating
Compensating	Marketing
Training & Developing	Measures
Planning	Financial Control
Organizing	Teamwork
Timing	Feedback & Decision-making
Technology-izing	Client-izing
“Efficiency-izing”	Employee-izing
	Shareholder-izing

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VITAL BUSINESS SYSTEMS TO MANAGE

SYSTEMS
Effective planning system
Measurement system
Time management system
Project management system
Training system (individual & team)
Hiring system
Performance measurement system
Compensation system
Marketing, sales and training system
Decision making system
Priority & scheduling system
Management policies & procedures
Performance Review system
Capturing opportunity system
Budgeting & forecasting system
Financial ratio evaluation system
Change management system
Productivity driver tracking system
Client satisfaction survey system
Employee satisfaction system
Technology efficiency system
Management operations improvement System
Crisis Management system
Profit Investment system