

Business Builder Program

Unlocking your business performance



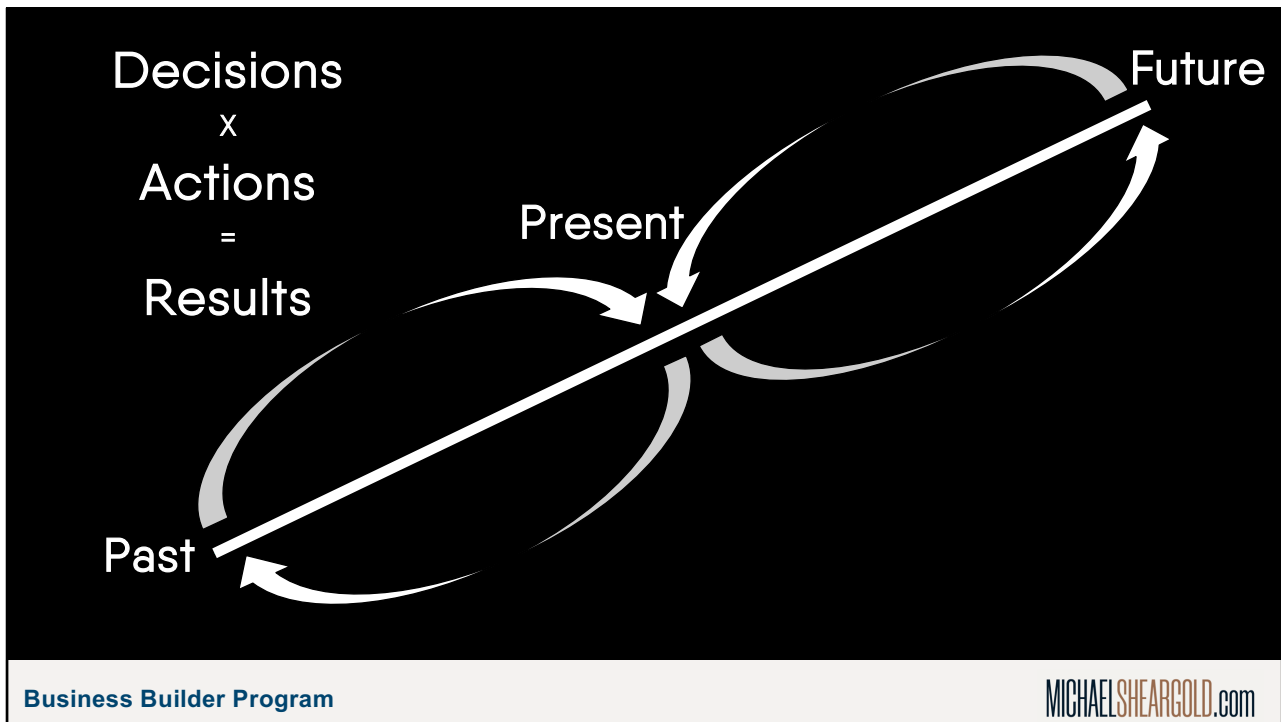
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5 S's of a Growth Business

- Strategy
- Structure
- Service
- Standards
- Systems

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GROWTH POTENTIAL

1. Goal

Being of Service
Value to Clients & Value to Team

2. Sales Drivers

People

Productivity

3. Growth Points

Clients

\$/Transaction

Frequency

4. Assumptions

Brand & Marketing

The Model Works

Strong Value Proposition

Commitment to Growth

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The 6 Stages of Growth



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**Your business will
never outperform
your leadership.**

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CEO

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Chief Energy Officer

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Creating positive energy in the
direction of your vision

Clearing negative energy in the
way of your vision

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Level 5 Leadership

Level 5	Great Leader	Builds enduring greatness through a unique combination of personal humility & professional will
Level 4	Effective Leader	Aligns commitment to the vigorous pursuit of a clear and compelling vision & stimulates high performance standards
Level 3	Competent Manager	Organises people & resources toward the effective achievement of objectives
Level 2	Contributing Team Member	Contributes to the achievement of the team's objectives & works effectively with others
Level 1	Highly Capable Individual	Makes productive contributions through talent, knowledge, skills & good work habits

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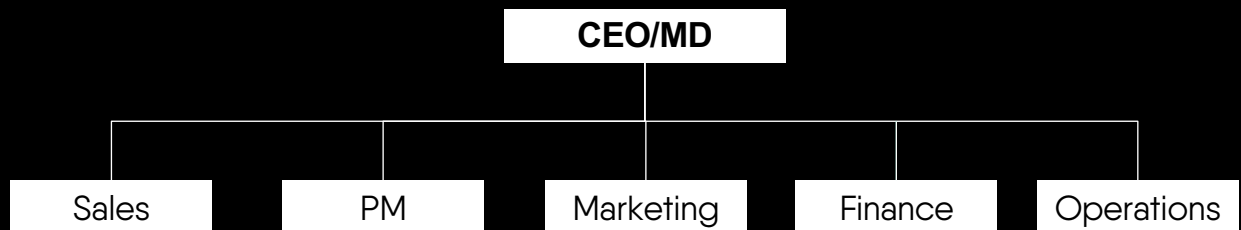
Embrace CX & TX Thinking

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Org Chart or Functional Chart



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Performance Agreement

1. Primary Purpose of my role
2. Key Responsibilities
3. Mini Mission
4. Performance Standards



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