



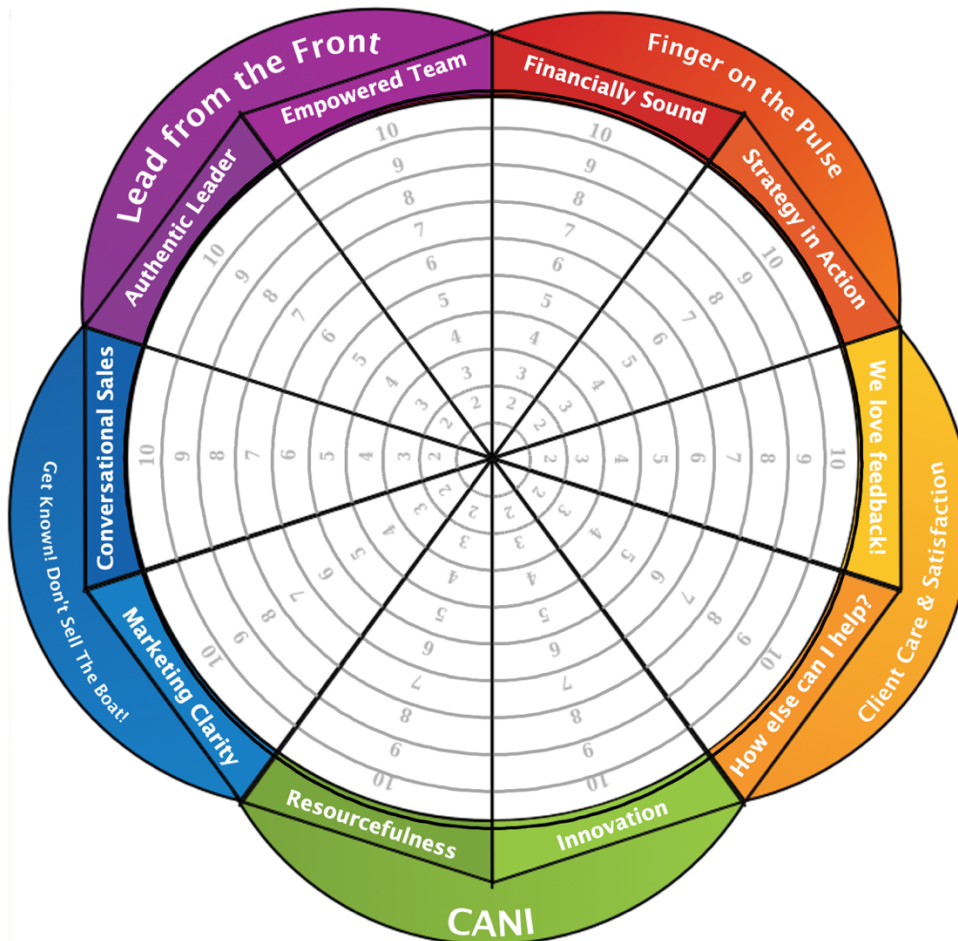
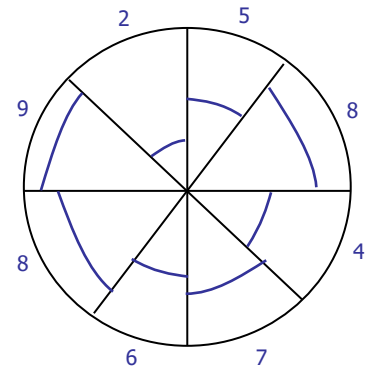
YOUR 'NOW' WHEEL OF BUSINESS

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Completed by: _____

Date: _____

EXAMPLE



YOUR WHEEL OF BUSINESS INSTRUCTIONS (can be completed individually or as a team workshop)

Look at your Wheel of Business above and notice that it's divided up into different sections corresponding to some of the typical areas in business. (note: segments are *jhooshed* up titles taken from my strategic retreat prep session)

- The middle of the circle corresponds to "0" (non-existent/very dissatisfied) and the outside ring of the circle corresponds to "10" (that is, you excel in that area of your business, also known as "we freakin' rock that!")
- Thinking in terms of your current reality, that is, Your "NOW" Wheel of Business, take one area at a time, grade yourself as a solo exercise or a team exercise, on a scale of "0 to 10" of where you are today vs where you really want to be. For example, you might rate yourself at a "7" for marketing clarity, an "8" for strategy in action, a "5" for empowered team, a "3" for team experience in conversational sales (aka they Don't Sell the Boat!); for CANI (constant and never-ending improvement) what would you score your team's resourcefulness and your leadership team's openness to innovative spirit as being?
- Simple draw a line across each section that represents the number you currently rate yourself at in that section, for every section. If one means nothing to you, rate it a "10" as it means it needs no focus in the future.
- Now, once you've drawn the line across each section rating yourself on a scale of 0-10, use your pen to colour in each section from the centre to your new line, to get a true picture of where you really are in each area.

The new perimeter of the circle represents your Wheel of Business. Is it a bumpy ride?

IMPORTANT: Use the FIRST number (score) that pops into your head, not the number you think it should be!