

80/20 Reflection - *How are you doing in each of these areas?*

- Is sales growth dropping incremental income to your bottom line?
- Do you have a plan/process for creating "Raving Fans" amongst your top customers?
- Are you increasing workforce productivity?
- Is business complexity diluting productivity and creating stressful operating environment?
- Is your management team aligning effort and resources on critical business drivers?
- Are you satisfied with the development of your management team?
- Do you have concerns retaining and recruiting key talent?
- Is your business prepared for any type of transition?
- Are you realizing the enterprise valuation objectives for your business?
- Are key decisions being driven more by opinions than data?
- Do you have a "healthy" culture of accountability throughout your organization?