



Sandy's 6 Questions

Create a plan with your answers to the following questions.

Creating a plan to achieve big or small goals can become the first barrier to achieving success.

Answering the following six questions, inspired by the great Sandy Roth, communications expert, will provide you and your team with a structured plan to achieve whatever it is your business needs to enjoy greater productivity, efficiency, team harmony and customer satisfaction.

1 - Where have we been?

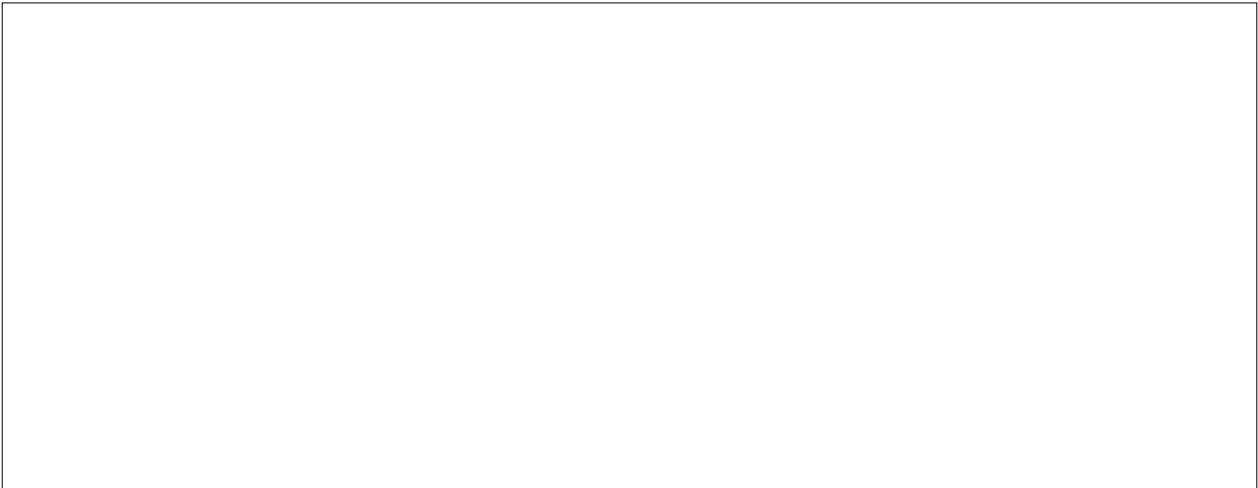
Describe your history and the situations that lead to where you are right now.

2 - Where are we now?

Describe where your business and its operations and behaviours is right now.

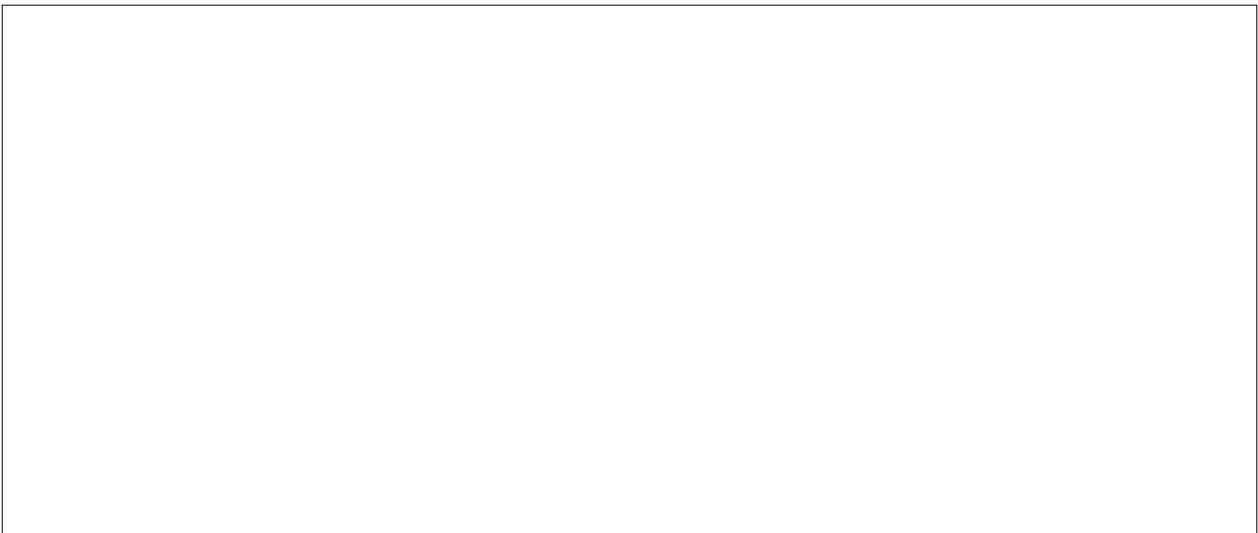
3 - Where are we going?

Describe specifically what your goals are. What does your business look like in your future mind's eye?



4 - How are we going to get there?

List one or several strategies that you could employ in your business to assist the achievement of your goals. Define the tasks that are required for each strategy.



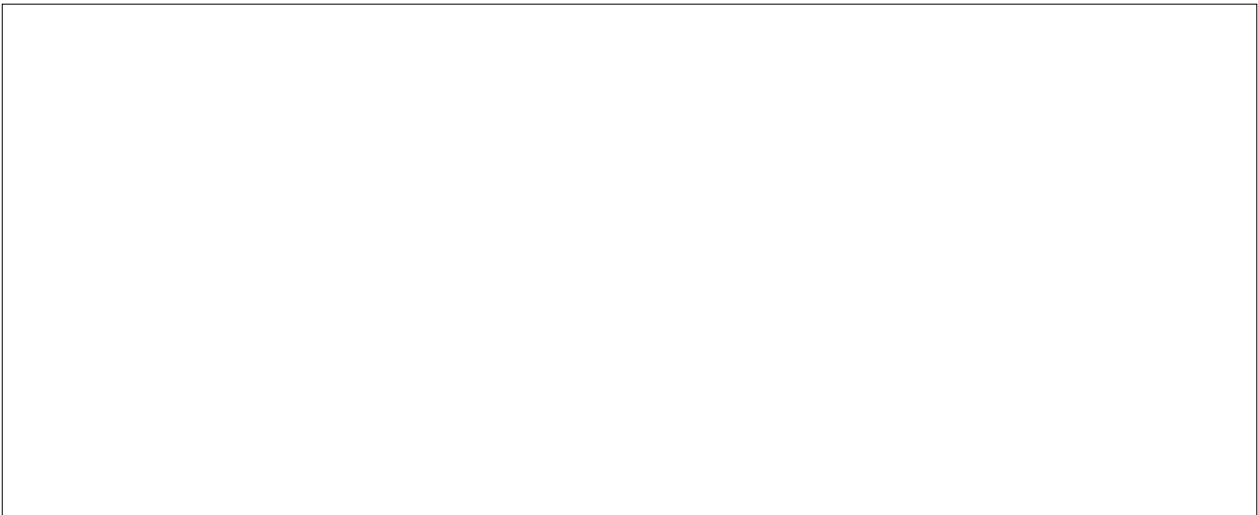
5 - What role will each one of us play in getting there?

Meet with your team and together come up with the individual actions, behaviours, attitudes and responsibilities that each person is to perform. Delegate tasks to individuals on your team and put deadlines in place.

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6 - How will we track that we are getting there?

Identify KPIs or other methods of regularly tracking your progress to ensure your plan is working and you stay on track to achieve your goals.

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