

How To Get the Most out of this Tool

- **Be Honest**

This process is personal to you and your looking to make implementation happen, then I encourage you to answer with total honesty.

- **Follow Up with Actions**

Results can only occur if you follow through on the Actions and do what is necessary to complete each stage of implementation. Use the last page to summarise your next Action Steps.

Guidelines for completing the Tool



- Answer the questions in order and based on your 'Yes' or 'No' response to the previous question.



- The Stop Sign indicates areas that are top priority.



- The Pointing Hand indicates areas requiring a little refinement.
- Write down your answers on the page provided (last page). At the end, make notes about each response.
- Follow up by:
 - Emailing me your finalised document for a free review. We can make a time to discuss the next steps.
 - OR
 - Following through on your recommendations and completing the missing ingredients for implementation success.

<p>Question 1. Do you have a clear picture of what the business looks like in 10 years?</p>	
<p>No</p>	<div style="display: flex; align-items: center;">  <div> <p>Your firm needs to develop a Vision...</p> <p>The fastest way to develop your Vision is to hold a Partner Retreat. Get all the Partners away from the office and together focus on exploring what the future of the firm looks like.</p> </div> </div>
<p>Recommendation: In my experience, Vision sessions are more successful with external facilitation by a third party. This helps attain maximum Partner alignment and ensures individual Partner desires are in line with the firm’s direction. Remember to take into consideration market factors relevant to our industry and their possible impact upon your business. This is covered in The Chairman’s Program in a 2 Day Partner Retreat....</p>	
<p>Yes</p>	<p>Question 1.1. Are you clear on what you will be doing in and out of the business?</p>
<p>Yes</p>	<p>Congratulations, you are on track at this fundamental stage of successful implementation.</p>
	<p>Recommendation: Have your Vision reviewed to ensure it is robust enough to last for the next 10 years. Take into consideration market factors relevant to our industry and their possible impact. Get a FREE Review of your current Strategic Plan...</p>
<p>No</p>	<div style="display: flex; align-items: center;">  <div> <p>Go back to the Vision and ask yourself, “Where do I fit in?”</p> <p>What would you ideally like to be doing?</p> </div> </div>
	<p>Recommendation: In my experience, these sessions are more successful when facilitated by an external party, this will help gain partner alignment to ensure partner desires are in line with the firm's direction. Additionally it important to consideration market factors relevant to our industry and their possible impact. This is covered in The Chairman’s Program in a 2 Day Partner Retreat....</p>

Question 2. Do you have a documented **5 Year Plan**?

Yes Question 2.1. Is your Plan broken down into 12 monthly **Milestones**?

Yes



You are on track with the second fundamental stage of successful implementation.

Now ensure each of the strategies are detailed into **Projects** and **Tasks**.

Recommendation: Ensure the plan is written to be achieved *within 5 years*.
It must also be relevant for all market factors and their possible impact on your firm.
[Get a FREE Review of your current Strategic Plan...](#)

No







The plan is not complete without planning **Milestones** and **Actions** for each strategy.

Answer:

Recommendation: Have your Vision reviewed and hold a session to write the plan. In my experience, these sessions are more successful when facilitated by an external party, this helps keep everyone focused and on track, and make sure activities can be delegated to the team.
This is covered in [The Chairman’s Program](#) in a 2 Day Partner Retreat....

Notes:

See next page for Questions 2.2 and 2.3

Continued...			
No		Question 2.2. Is it normal for you to <i>implement strategies on the run</i> ? Answer:	
		Question 2.3. Do you <i>delegate</i> as an ongoing part of the strategy implementation process? Answer:	
		2 x Yes	 A written Plan is a much more successful tool to keep everyone focused and ensure faster implementation. Using a written plan also helps to keep team members engaged and take ownership. This creates a successful (“make it happen”) culture in the business.
			Recommendation: Document your strategies into a Plan. Have this process facilitated for faster results. This helps speed implementation, aligns Partners, keeps everyone focused and ensures your Plan can be delegated to the team. Also consider external market factors relevant to our industry and their possible impact. This is covered in The Chairman’s Program in a 2 Day Partner Retreat....
		Yes / No Combo	 You need a written plan. This tool will help you stay focused and ensure others can be used to speed up implementation. Involving team members drives team engagement and ownership. This builds a culture of success within the firm.
			Recommendation: Plan writing is more successful when facilitated by an external party. It helps gain partner alignment, keeps everyone focused and ensures it can be delegated to the team. It’s also helpful in considering market factors relevant to our industry and their possible impact. This is covered in The Chairman’s Program in a 2 Day Partner Retreat....

[End of Questions]

Additional Notes:

Action Steps:



Access here: <http://twentysixgroup.com.au/chaimans-notes-50pc-profitability>

Email your responses to ask@twentysixgroup.com.au for a free review and advice on the next step for your firm.

Find more free tools at www.twentysixgroup.com.au/resources.