

SUSTAINABLE BUSINESS SUCCESS WORKSHEET

DEFINING SUCCESS

1. List the five phrases that summarise success for you. E.g. Friday golf, sleeping easy, money to buy a rad tiny home, free time, coaching kids rugby, etc.
2. Rate yourself out of 10 (1 being poor, 10 being great) as to how well you're achieving your definition of success.

MINIMUM VIABLE SALES LEVEL

1. After completing your personal budget, how much does the business have to deliver to you in the next year?
2. What is your minimum viable sales level to deliver this?
3. What strategies will you undertake to improve your gross profit %?
E.g. increase customer retention rate, reduce overheads, reduce the cost of sales.

TEAM CULTURE AND WORKPLACE FLEXIBILITY

1. Rate yourself on your team culture and workplace flexibility (1 being poor, 10 being great).
2. What strategies will you implement to improve your team culture and flexibility?

CASH CONVERSION CYCLE

1. Do you know your current debtor days? If so, please state.
2. What strategies will you implement to reduce your debtor days?
E.g. Reduce invoice days payable from 21 days to 7, etc.
3. When did you last review your supplier terms? Are there terms you think need to be re-negotiated? List below.

WHAT YOU SAY YES TO IS DEFINED BY WHAT YOU SAY NO TO

1. List three things you need to stop doing:
2. List three things you need to continue doing:
3. List three things you need to start doing:

CREATING CLARITY

1. Why does your business exist for your customers?
2. What is important to you and your business, right now?
3. Who must do what to ensure you have a sustainable successful business?

SUPPORT AND ACCOUNTABILITY

1. What support or accountability do you need to ensure you complete your actions?
2. Who will hold you accountable to ensure you achieve sustainable business success?