ForceScaling

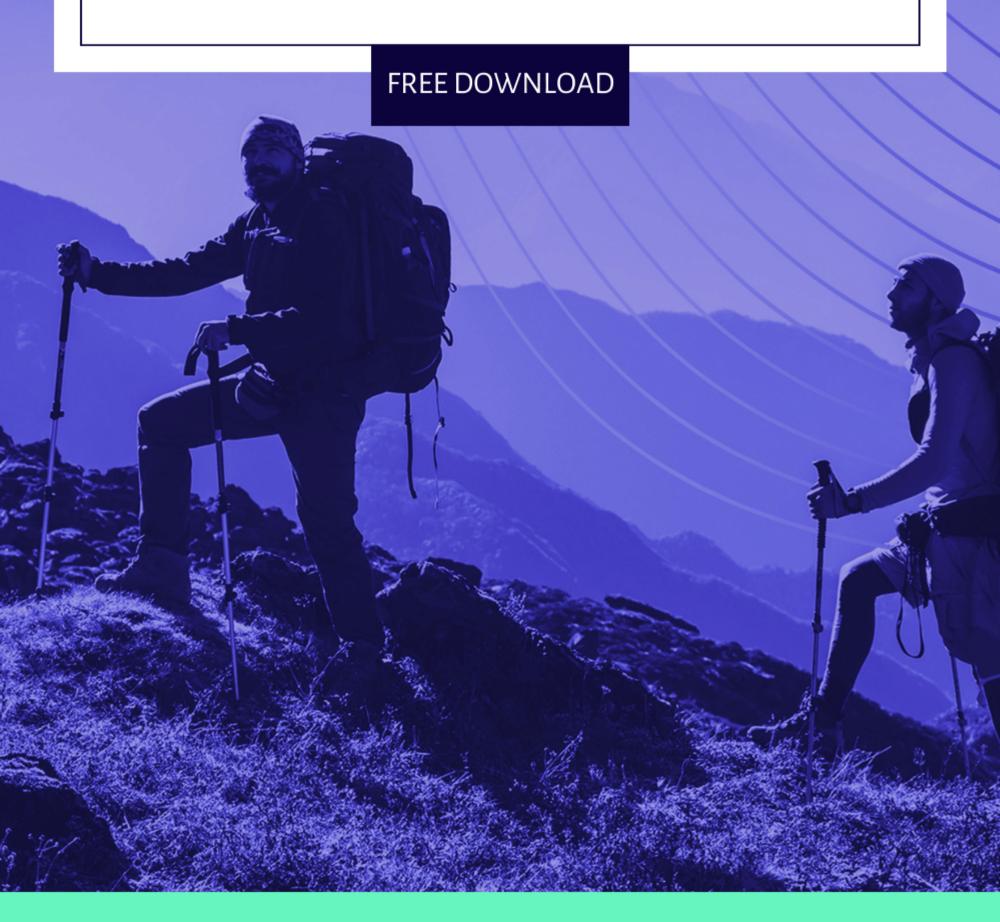# IMPACT FRAMEWORK

Discover the key components to improving your business operations and implementing strategic growth.

FREE DOWNLOAD

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Your Experience

You may have one, a combination, or even all of these common pains:
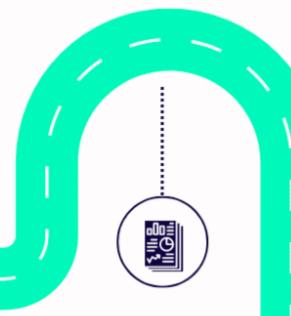
✓ Not enough executive horsepower

✓ Lack of structure or support

✓ Lack of accountability at the top, and/or throughout organization

✓ Not enough Time for self or others

✓ Not enough knowledge to run business successfully

✓ Slow to adapt, need strategy help with your industry Or business challenges

✓ Lack of clarity with your short & long term goals

✓ Know your Why, Vision is unclear

✓ Lack of self-care

✓ Limited resources

Our Impact Framework

1.Future Focus™

- Our Why
- Guiding Principles
- 10 Year Impact Goal
- Commitment to Niche
- Clear 1 & 3 Year Plan
- Clear Quarterly Plan

2. Organizational Structure

- Right Corporate Structure
- Right Organizational Structure without Names
- Build and Maintain a Cohesive Executive Leadership

3. Results & Reports

- Create Scorecards with Driving Metrics
- Set Standards & Coach to Exceed Expectations Set
- Right Tools & Discussions to Execute with Excellence

4. Culture

Hold Executive Leadership Accountable Towards Living Out Our Why

- Using Feedback Filter
- Trust through Transparency
- Healthy Accountability - Walking Alongside You

5. Execution

- Setting the Right Expectations
- Recognizing Wins and Redirecting to Fail Forward
- Use Scorecard to 'Fix' Business & Improve People/Process/Performance

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Future Focus

Our "Future Focus" course offers a concise strategy for a 2-Page Business Plan with six key steps:

Why Statement: Define a compelling core purpose for inspiration and resilience.

Guiding Principles: Set values to shape culture and guide decisions.

Impact Goal: Create a long-term vision that motivates and measures progress.

Niche Market: Differentiate, build loyalty, and innovate within a specific market segment.

3-Year and 1-Year Plans: Set clear goals, allocate resources, manage risks, and ensure accountability.

Quarterly Plan: Focus efforts, align the organization, and adapt to change.

Overall, "Future Focus" provides a structured approach to future planning, enabling organizations to stay focused on their mission, align their actions with their values, and achieve long-term success.

Organizational Structure

Our "Organizational Structure" course emphasizes the critical role of organizational structure in team success. Key points include:

Right Corporate Structure: Board of Directors, Governance, Exit Strategy, Future Focus, and CEO Performance for alignment and legal compliance.

Right Organizational Structure: Functions like Finance, HR, Sales, Operations, and Technology reporting to the COO for customized alignment.

Building & Maintaining Your Executive Leadership Team: Addressing right person right seat issues through a Feedback Filter™ to enable strategic focus.

Our "Organizational Structure" course offers a comprehensive guide to crafting an effective organizational structure and ensuring role alignment for future-focused success.

Results & Reports

Our "Results and Reports" part of our framework course highlights the importance of resourcefulness in achieving impactful organizational results and reports. Key points include:

Creating Effective Scorecards: The concept of scorecards as tools for monitoring KPIs and metrics, with every leadership team member contributing 1-3 metrics. Steps for designing scorecards, understanding their structure, and aligning metrics with strategic goals.

Setting Expectations & Coaching to Results: Emphasizing the role of activities, systematic work, and adaptability in generating results.

Right Tools: Creating functional scorecards with weekly targets to ensure key issues surface in regular meetings without converting monthly or quarterly data into weekly targets.

Our "Results & Reports" course offers valuable insights into resourceful planning, impactful results, and effective reporting through scorecards, with a focus on metrics to drive accountability and achieve the organization's mission and vision.

Culture

Our "Culture" course of our framework emphasizes the vital role of fostering a positive organizational culture for sustained success and a motivated workforce. Key points include:

Using the Feedback Filter: Using our tool to cultivate a positive culture through defined "Future Focus" and guiding principles, leadership by example, transparent communication, and clearly defined expectations for success.

Trust Through Transparency: Creating a positive culture through transparency is a collective effort influenced by leaders and employees in today's dynamic business landscape. Culture significantly impacts employee behavior, decision-making, and problem-solving, either driving innovation and engagement or leading to issues like high turnover.

Healthy Accountability: Creating and maintaining healthy accountability is vital to higher engagement, trust, and reduced turnover, potentially leading to increased profits.

Our "Culture" course underscores the importance of nurturing a positive organizational culture for long-term success, leadership's role, and recognizing and addressing problematic cultural signs.

Execution

The "Execution" component of our Framework is a comprehensive guide to ensuring that you and your team operate with excellence, ultimately leading to the achievement of organizational goals. Effective execution involves a combination of strong leadership, clear communication, goal-setting, delegation, and continuous evaluation.

Setting the Right Expectations: Defining the importance of setting clear goals and expectations while emphasizing the concept of logical goal-setting based on facts and data.

Recognizing Wins & Redirecting to Fail Forward: Introducing the LOGIC Framework as a tool for goal setting, emphasizing the need to involve team members in solving challenges at all levels of the organization.

Using Scorecard to Improve Business: Key elements include logical goal-setting, open communication, leadership development, and fostering a culture of excellence. This section highlights good leadership traits, setting expectations, and accountability.

Our "Execution" course underscores the significance of trust, consistency, and proactive management in building a high-performing team.

Interested In Learning More?

Our Offerings

An Advanced Executive Leadership Masterclass

Individual Training & Coaching

Customizable Services

Visit our website or reach out to us directly at Katie@ForceScaling.com

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