

- RATE YOUR MANAGEMENT AND SYSTEMS PILLAR -

To have a thriving a business that supports you and not be chained to self employment chasing up a team of underperforming individuals, you need a ROCK SOLID Management and Systems Pillar.

Take a few minutes to put your management and systems under the microscope.

On a scale of 1-10

How would you rate the overall effectiveness of your management? (do things get done right with very little follow up needed from you, do you get involved in putting out fires, do you have to follow up everything personally to ensure that it gets done?)

1	2	3	4	5	6	7	8	9	10
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How would you rate your management model? (do you have a clearly defined model where every person has ONE person they directly report to, all team leaders are completely clear on who they are managing and what behaviours and results they are required to achieve from their team)

1	2	3	4	5	6	7	8	9	10
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TACTICS: WORKSHEETS FROM PRACTICE LIKE A BOSS ADELAIDE INTENSIVE

How would you rate how clear everyone on your team is with regard to their exact role purpose? (does everyone have a score card that they are scored on weekly, do your team have non clinical goals weekly that are diarised and scored, or is it more just see patients and sit idle until a patient comes in)

1	2	3	4	5	6	7	8	9	10
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TACTICS: KPI MASTERY, WORKSHEETS FROM PRACTICE LIKE A BOSS ADELAIDE INTENSIVE

How would you rate your team's understanding of your vision, what you stand for, what you stand against and the metric goals you are striving to achieve? (everyone lives and embodies your core values all of the time, values are sometimes upheld, or your team aren't on track with your values and you are driving the business yourself?)

1	2	3	4	5	6	7	8	9	10
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TACTICS: COMPANY CULTURE AMPLIFIER, ED PLANT TRAINING

How would you rate your management meeting frequency and rhythm with your team? (are meetings scheduled at the same time each day, week, month with direct reports, or is it more infrequent, adhoc or even completely absent)

1	2	3	4	5	6	7	8	9	10
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TACTICS: WORKSHEETS FROM PRACTICE LIKE A BOSS ADELAIDE INTENSIVE

How would you rate the strength of your leadership skills (do you command respect, have strong control over your team at all time, or do your team get away from you, do you lose control in meetings, are they dismissive and do what they like?)

1	2	3	4	5	6	7	8	9	10
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TACTIC: TEAM TRANSFORMATION METHOD – (N.B WHEN THIS DOESN'T WORK, NOTHING WORKS)

How would you rate your ability to quickly address issues as they arise? (do you quickly and confidently address all issues as they arise, do you leave them and then take action after the fact, or do you let things boil over until they drive you crazy)

1	2	3	4	5	6	7	8	9	10
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TACTIC: FEEDBACK FORMULA

How well do you formally review your team on their performance and role within your company? (Do you do this well quarterly, do it infrequently, do casual reviews, not review at all)

1	2	3	4	5	6	7	8	9	10
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TACTIC: WORKSHEETS FROM PRACTICE LIKE A BOSS ADELAIDE INTENSIVE

Now that you've gone through the conversion and retention pillar of your practice, how would you rate it's overall strength?

1	2	3	4	5	6	7	8	9	10
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How important do you think it will be to focus a lot of your time and resources on this area in the next 90 days?

Not Really	Somewhat	Important	Critical
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What insights did you get from going through this part of your business? What issues came up for you?

TACTICS AND RESOURCES THAT ARE KEY TO YOUR SUCCESS IN THE NEXT 90 DAYS

(tick the box that relates to your area of focus)

- Worksheets From Practice Like A Boss Adelaide Intensive
- KPI Mastery
- Company Culture Amplifier
- Create a Culture That Drives Growth Training
- Team Transformation Method – (N.B When This Doesn't Work, Nothing Works)
- Feedback Formula