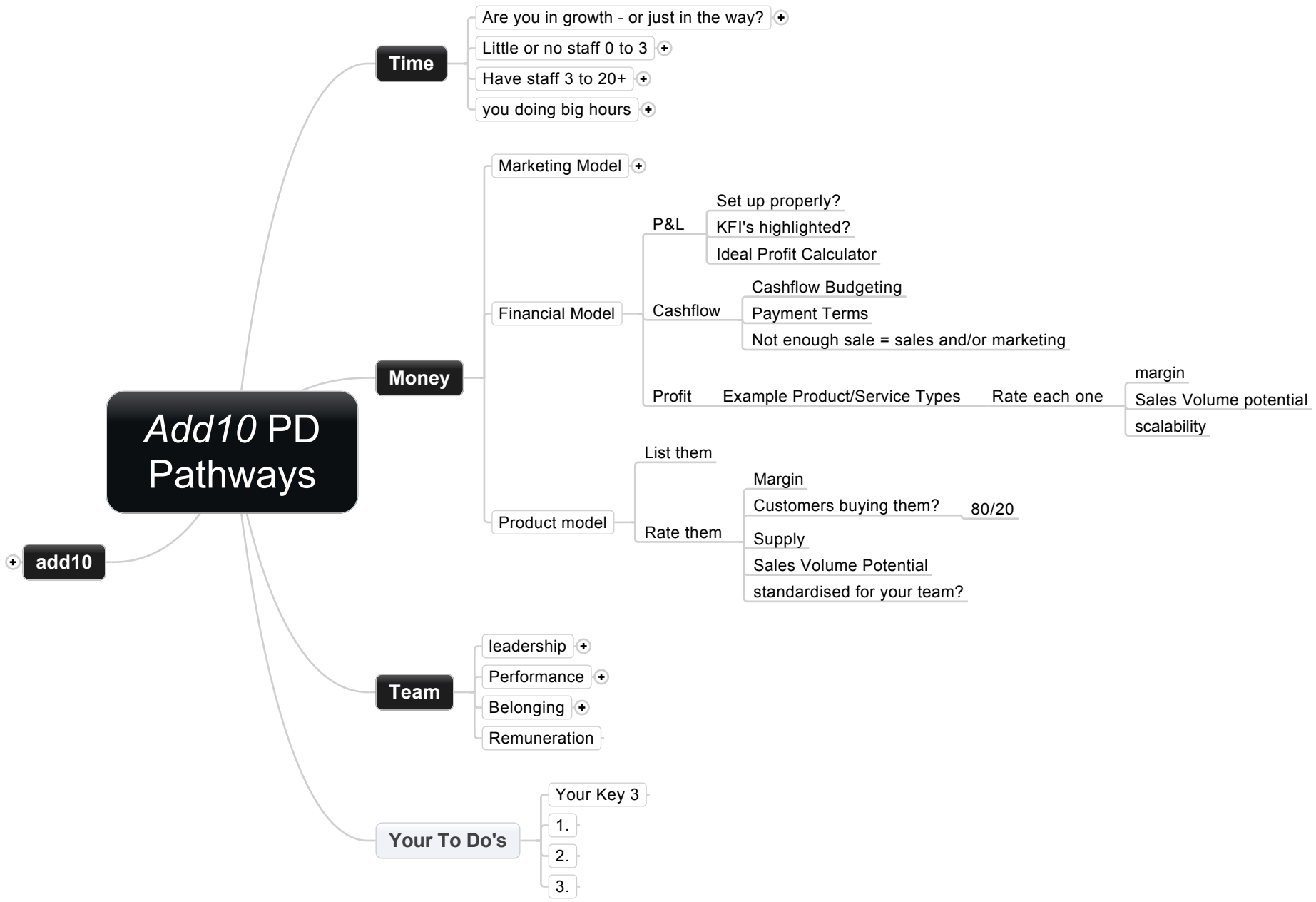
Add10 PD Pathways
add10
Time
Are you in growth - or just in the way?
Little or no staff 0 to 3
Have staff 3 to 20+
you doing big hours
Money
Marketing Model
Financial Model
P&L
Set up properly?
KFI's highlighted?
Ideal Profit Calculator
Cashflow
Cashflow Budgeting
Payment Terms
Not enough sale = sales and/or marketing
Profit
Example Product/Service Types
Rate each one
margin
Sales Volume potential
scalability
Product model
List them
Rate them
Margin
Customers buying them?
80/20
Supply
Sales Volume Potential
standardised for your team?
Team
leadership
Performance
Belonging
Remuneration
Your To Do's
Your Key 3
1.
2.
3.