THE GREW COMPANY Business Defogger & Accelerator

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### TIMELINE:

- 1. Define your personal stages of withdrawal
- 2. Date to start
- 3. Date for last stage
- 4. Date to pick new leader
- 5. Date for other leadership changes

# LEADERSHIP:

- 1. List top three skills for your replacement
- 2. Is she in the business now?
- 3. If yes/maybe, how will you test the three skills?
- 4. If no, where/how will you look?
- 5. What other top positions in your business should change?
- 6. How should your top leadership structure look?

## ABSENCE TEST:

- 1. Have you been gone from the business for a month or more? ("Gone" means no phone, no email, and no visits)
- 2. If yes, did the business improve while you were gone?
- 3. If it improved, have you locked in the changes?
- 4. Have you scheduled your next "Gone Time"?

## **BUSINESS MODEL UPGRADE:**

- 1. What is the most powerful upgrade for your business now?
- 2. If done, how will results change?
- 3. What keeps you from doing it?
- 4. What will it take to start it?

# PULL THE COVERS OFF PERFORMANCE:

- 1. Do you have a way to know how the business is doing?
- 2. Will someone else be able to use your system?
- 3. If not, when will you create a new system?
- 4. If yes, are all your top leaders using your system?
- 5. How would they improve it?