

Business Foundations Package

Foundations Package

Listed below are working sessions included in the Foundations Package. All topics are applicable for starting/growing companies and are meant to be completed within a 3-month period. Sessions are done remotely with Jill, the CEO/Founder and COO (or your leadership designee responsible for integrating the vision of the company throughout the company).

Each working session is 2 hours.

Price: \$10,500

	Sessions Included in Package	Week
<input type="checkbox"/>	1. Strategic Planning – One Page Strategic Plan. This session will review the 4 Decisions critical to grow a company profitably: People, Strategy, Execution and Cash. Using a strategic plan template, each company will set annual and quarterly priorities for their company during these sessions and learn best practices to implement a strategic plan.	Weeks 1-3
<input type="checkbox"/>	2. Functional Accountabilities. This session is about identifying accountabilities for key functions of your company. Complete a Functional Accountability Chart (FACe) for your company. Establish 1-2 Key Performance Indicators (KPIs) for each function of the company and identify who is accountable for the KPI.	Week 4
<input type="checkbox"/>	3. Job Scorecards. This session is about learning what job scorecards are and creating a job scorecard for one (1) position in your company (as an example) and provide feedback/guidance for additional scorecards required for your company.	Week 5-6
<input type="checkbox"/>	4. Executive Team Meeting Rhythms. This session will focus on the different meeting rhythms your company can adopt (dailies, weeklies, monthlies, quarterlies, and annual planning sessions). Learn about the different meeting rhythms, purpose of each, with standard meeting agendas. Standard templates for meeting rhythms will be provided.	Week 7
	5. Working session - review progress of completing above.	Week 8

	Sessions Included in Package	Week
	6. Cash – Power of One and Cash Acceleration Strategies. This session is about how to improve cash flow in your company. Understand the 4 key cycles of your company that make up your cash conversion cycle and identify 1-4 ways to improve cash flow. Understand the 7 levers that can dramatically affect the cash flow in your company.	Week 9
<input type="checkbox"/>	7. Company Dashboard Key Performance Indicators. This session will focus on how to create a Company Dashboard to monitor the health of your company. Learn about the 6 different areas that your company should monitor, and sample KPIs that you could be tracking on an ongoing basis. Identify best practices to run your company with data/facts.	Week 10
<input type="checkbox"/>	8. StrengthFinders – Leading with Strengths. Using Gallup’s StrengthsFinder Assessment, learn about the 4 domains of leadership, and your individual strengths. Understand what people look for in a leader, and how to lead with people’s strengths. Gain insight into your team’s strengths. (Pricing for each assessment is ~\$50 per team member.)	Week 11
	9. Recap / Close Out Meeting. Identify Next Steps.	Week 12

Deliverables included in Package:

- Strategic Plan (with Annual and Quarterly Priorities)
- Functional Accountability Chart
- Job Scorecards for Critical Seats
- Standard Agendas to Implement Strategic Plan
- Templates for 1:1 Meetings, Monthly and Quarterly Coaching Staff Meetings
- Company KPI’s Dashboard
- StrengthFinders Gallup Assessment for How to Lead Staff with Strengths