

# $\mathbb{DAY}1$

Rediscover Your "Why"

#### **OBJECTIVE:**

• RECONNECT WITH THE FOUNDATIONAL PURPOSE OF YOUR BUSINESS.

### TASK:

• WRITE A JOURNAL ENTRY AS IF IT'S DAY ONE OF YOUR BUSINESS. REFLECT ON WHY YOU STARTED AND WHAT YOU HOPE TO ACHIEVE. CAPTURE THE EXCITEMENT AND ORIGINAL VISION.

# PROFITABLE PLAYGROUND

# DAY 2

The Beginner's Mindset

### **OBJECTIVE:**

• APPROACH YOUR CURRENT ROUTINE WITH FRESH EYES.

### TASK:

• SHADOW YOURSELF FOR A DAY, TAKING NOTES
AS IF YOU'RE AN OBSERVER. IDENTIFY ROUTINES
AND HABITS YOU'VE GROWN ACCUSTOMED TO AND
NOTE ANY THAT MAY BENEFIT FROM A FRESH
PERSPECTIVE.

# the PROFITABLE PLAYGROUND

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### **OBJECTIVE:**

• EMBRACE FLEXIBILITY AND NEW IDEAS.

#### TASK:

• USE A DAY TO MIX UP YOUR ROUTINE CREATIVELY.

EXAMPLE: CREATE A NEW WORK ENVIRONMENT,
CHANGE THE ORDER OF TASKS, OR INTRODUCE A
SHORT, FUN ACTIVITY.

## PROFITABLE

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The Four-Quadrant Reflection

#### **OBJECTIVE:**

• PRIORITIZE ACTIVITIES USING THE EISENHOWER BOX (URGENT/IMPORTANT MATRIX).

### TASK:

- CATEGORIZE DAILY TASKS INTO FOUR QUADRANTS:
- 1.) URGENT/IMPORTANT
- 2.) IMPORTANT/NOT URGENT
- 3.) URGENT/NOT IMPORTANT
- 4.) NOT URGENT/NOT IMPORTANT

\*\* IDENTIFY OPPORTUNITIES TO DELEGATE OR ELIMINATE LOW-PRIORITY
TASKS. \*\*

# the PROFITABLE PLAYGROUND

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The Four-Quadrant Reflection EXAMPLES

### **URGENT AND IMPORTANT: DO IT NOW**

- RESTOCK FAST-MOVING ITEMS THAT HAVE RUN OUT.
- RESOLVE CUSTOMER COMPLAINTS THAT COULD IMPACT THE STORE'S REPUTATION.
- COMPLETE DAILY CASH RECONCILIATION AND BANK DEPOSITS.
- ATTEND TO AN EQUIPMENT MALFUNCTION THAT HALTS BUSINESS OPERATIONS.

# the PROFITABLE PLAYGROUND

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The Four-Quadrant Reflection

### **EXAMPLES**

### **IMPORTANT BUT NOT URGENT: SCHEDULE IT**

- PLAN SEASONAL INVENTORY PURCHASES AND PROMOTIONAL EVENTS.
- TRAIN EMPLOYEES ON NEW STORE PROTOCOLS OR SALES TECHNIQUES.
- ANALYZE SALES DATA TO INFORM LONG-TERM STRATEGIC DECISIONS.
- REORGANIZE THE STORE LAYOUT TO IMPROVE CUSTOMER EXPERIENCE.

# the PROFITABLE PLAYGROUND

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<u>The Four-Quadrant Reflection</u> **EXAMPLES** 

### **URGENT BUT NOT IMPORTANT: DELEGATE IT**

- RESPOND TO NON-CRITICAL EMAILS OR PHONE INQUIRIES.
- SCHEDULE ROUTINE CLEANING AND MAINTENANCE TASKS.
- HANDLE MINOR EMPLOYEE ISSUES THAT A SUPERVISOR CAN RESOLVE.
- PROCESS ROUTINE PAPERWORK LIKE INVOICING OR ORDER CONFIRMATIONS.

# the PROFITABLE PLAYGROUND

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The Four-Quadrant Reflection

### **EXAMPLES**

#### NOT URGENT AND NOT IMPORTANT: ELIMINATE IT

- EXCESSIVE BROWSING OF SOCIAL MEDIA DURING STORE HOURS.
- READING IRRELEVANT NEWSLETTERS OR ARTICLES.
- UNPRODUCTIVE MEETINGS WITH NO CLEAR AGENDA OR OUTCOMES.
- ENGAGING IN ACTIVITIES THAT ARE PERSONAL AND NON-WORK RELATED.



# DAY 5

**Innovate Your Processes** 

### **OBJECTIVE:**

• IDENTIFY ONE PROCESS TO INNOVATE DRAMATICALLY.

#### TASK:

• CHOOSE A ROUTINE TASK AND BRAINSTORM RADICAL WAYS TO IMPROVE IT AS IF YOU HAD NO CONSTRAINTS. IMPLEMENT ONE SMALL CHANGE TODAY AND OBSERVE THE IMPACT.

### the PROFITABLE PLAYGROUND

# DAV 6 Community Feedback

### **OBJECTIVE:**

GATHER FEEDBACK FROM YOUR COMMUNITY.

### TASK:

• CONDUCT A MINI-SURVEY WITH YOUR TEAM OR CUSTOMERS ASKING FOR IDEAS ON IMPROVING YOUR ROUTINES OR OFFERINGS. USE THESE INSIGHTS TO REFINE YOUR PROCESSES.



# DAY 7

<u>Reflect and Plan Forward</u>

### **OBJECTIVE:**

• SOLIDIFY YOUR LEARNINGS AND PLAN ONGOING IMPROVEMENTS.

### TASK:

• WRITE A REFLECTION PAPER ON WHAT YOU'VE LEARNED THROUGHOUT THE WEEK. OUTLINE THREE ACTIONABLE CHANGES YOU PLAN TO INTEGRATE INTO YOUR REGULAR ROUTINE FOR CONTINUED GROWTH AND EFFICIENCY.