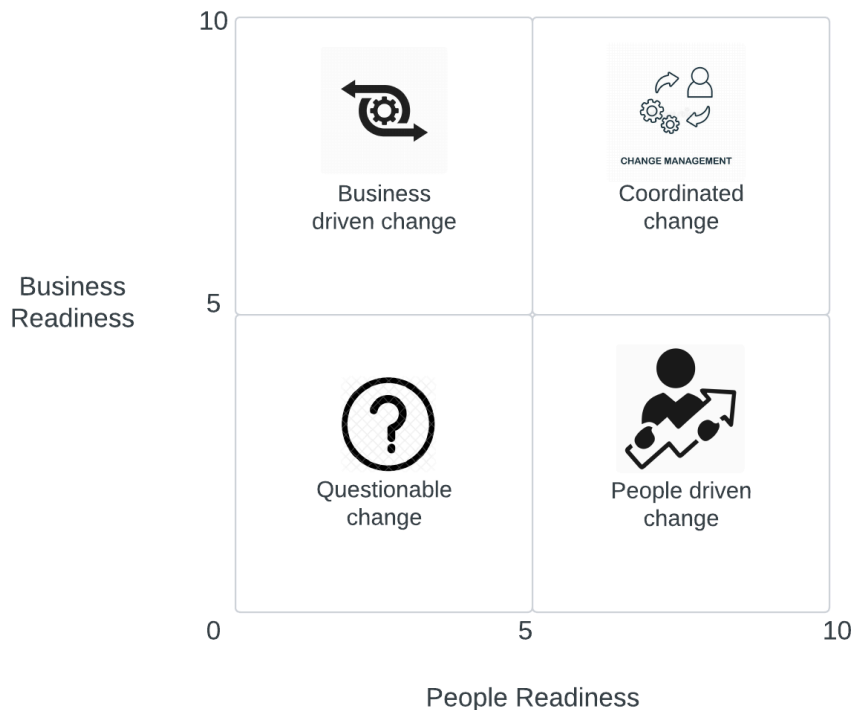


Your Action Plan: Business-Driven Change



Congratulations! You've landed in the Business-Driven Change quadrant!

This means that while you're clear on the need for a structured framework/methodology, you're still in the process of getting your team fully ready to take on the change. Don't worry, though—we're here to guide you through this transition and set you up for success!

Here's your step-by-step action plan to make sure you're ready to implement the structured frameworks/methodologies and move forward with confidence:

Step 1: Concept Training & Certification

What you need:

You will succeed only if everyone understands the methodology and how to apply it. This step is all about training your team so they're equipped to drive the change forward.

Why it's important:

A well-trained team is key to successful implementation. Certification can provide clarity and alignment across your business.

What we offer:

- Concept Training: A structured course for your team to get up to speed quickly.
- Certification Programs: Ensure that key employees are certified and able to guide others.
- Profit Academy: Access the resources anytime, anywhere.
- In-depth workshops that focus on applying the methodology in your context.

Tip: A solid foundation now will make all the difference when it's time to implement and track progress.

Step 2: Ongoing Coaching for 3-4 Quarters

What you need:

The implementation of the new structured frameworks/methodologies doesn't end after a one-time training session. Ongoing support is essential for ensuring that your team stays on track, adjusts to challenges, and continuously improves.

Why it's important:

Change is hard! Regular coaching sessions help keep everyone aligned and ensure you're making progress toward your goals.

What we offer:

- Quarterly coaching sessions with experts who can help fine-tune your approach.
- Regular check-ins to assess progress and adjust strategies as needed.
- Best practice sharing to help you continually improve your process.

Tip: Stay on top of the progress with regular coaching—this isn't a "set it and forget it" situation.

Step 3: Product Training

What you need:

Your team should know how to use the platform to make their day-to-day operations more efficient. Proper product training will ensure that everyone is maximizing the platform's features.

Why it's important:

Getting the most out of your software is crucial for tracking and managing goals effectively.

What we offer:

- Personalized product training to ensure your team understands every feature and how to apply it.
- Interactive training sessions that cover specific challenges you may face.
- Ongoing support as you integrate the platform into your workflows.

Tip: The sooner everyone gets comfortable with the tool, the sooner you'll start seeing results.

Step 4: Configuration Assistance

What you need:

Adoption is unique to each business, so setting up the platform just right is crucial. This step focuses on ensuring the configuration is tailored to your company's needs.

Why it's important:

Customization helps you get exactly what you need from the tool—whether it's adjusting features, setting up user roles, or aligning goals across departments.

What we offer:

- Customized configuration assistance to ensure the platform fits seamlessly into your business operations.
- Setup guidance for integrating with existing tools and processes.
- Tailored solutions to address your team's specific requirements.

Tip: A well-configured platform is key to seamless management—this step helps you get ahead of future roadblocks.

Step 5: Address Any Product Gaps

What you need:

Every organization is unique, and there may be specific needs that aren't fully covered by the base product. Don't worry—this is where we make sure everything works for you.

Why it's important:

There may be a few small gaps in the tool that could prevent you from achieving the best results.

What we offer:

- Workarounds for any product gaps that might slow you down.
- Roadmap acceleration for future features that can further enhance your experience.
- Tailored solutions to address anything missing from the product.

Tip: Being proactive about addressing gaps ensures you don't encounter problems down the road.

Your Business-Driven Change Checklist

Here's a simple checklist to keep you on track as you implement the new structured frameworks/methodology.

1. Train your people—Ensure key employees are certified and understand the new concept.
2. Set up ongoing coaching—Book quarterly sessions to fine-tune your strategy.
3. Train your team on the product—Make sure everyone is comfortable using the platform.
4. Customize the platform—Get assistance with configuration so it fits your processes.
5. Address product gaps—Work with our team to ensure everything works smoothly.