



# DO MORE

Fun Stuff

2022





# Business Owner **Fun Facts**



01

Owning a business  
is hard



02

Business owners work an  
average of 50 hours per  
week



03

Only 31% of that time is  
spent strategically  
growing the business



04

No one starts a business  
to do the same thing in the  
same way as everyone  
else



# The Key Roles **You Play**

## Owner

- What roles are required for the business to run at the highest level?
- Where do you function at your best?



**Create a dream team**

## Manager

- What roles need you specifically?
- What roles are better filled by someone else?



**Delegate and oversee**

## Coach

- Do you have high performers?
- Do they know what success looks like?



**Set everyone up for success**

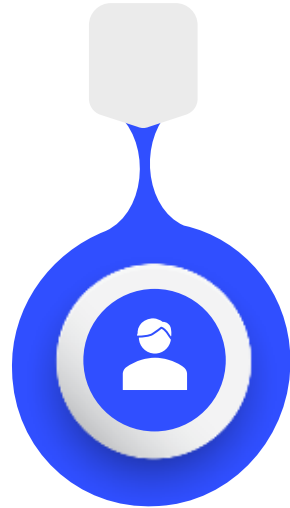


# How Many of You Got **Into Business to...**



Pay Bills?

Manage employee  
performance?



Reconcile bank  
accounts?

Run to the store for  
paper?

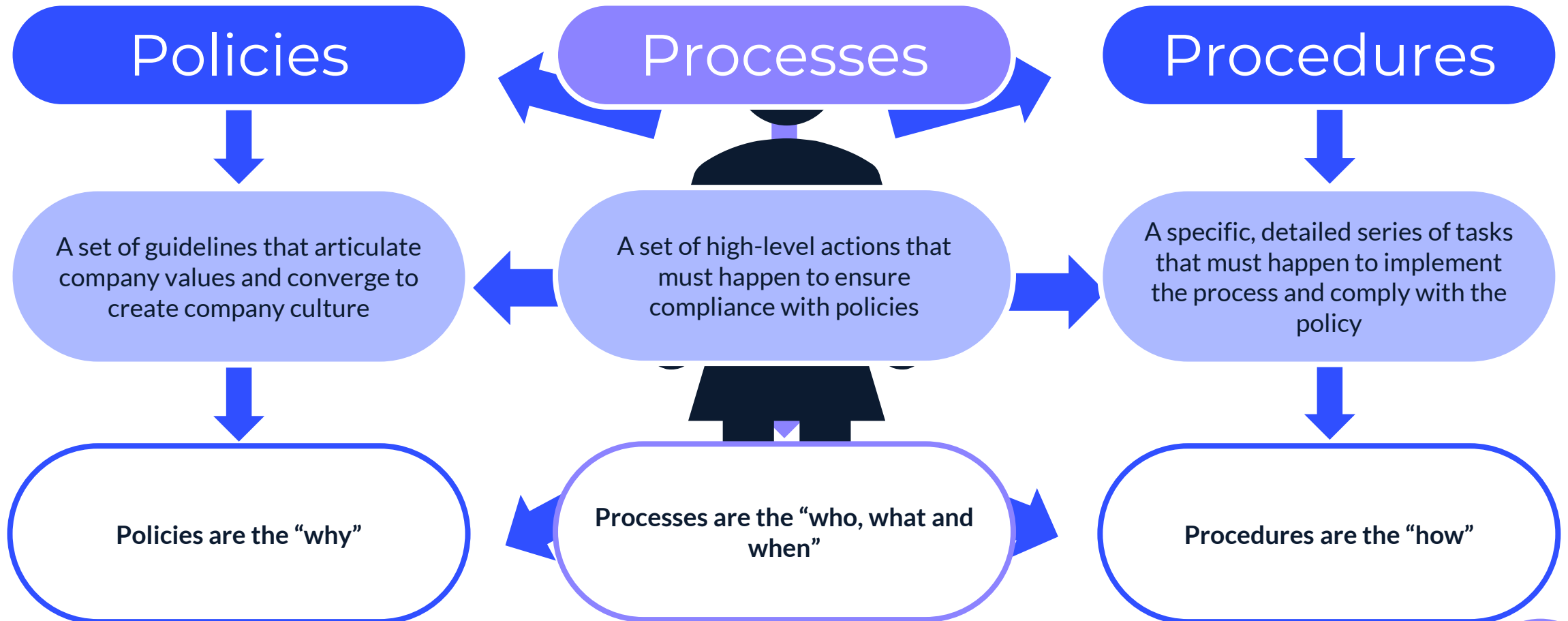


Collect customer  
credit apps?



# Policies/Processes/Procedures

## Critical elements of success





# Connect the Why and the How through **Process Workflows**



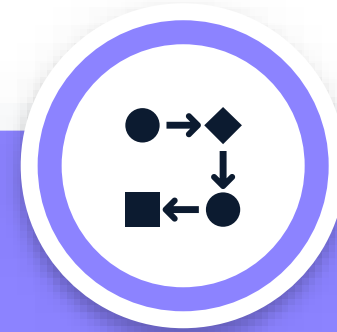
## Policies

Policies likely saturate your company  
Everyone is aware of company policies  
They're printed on posters and discussed everywhere



## Processes

Processes are utilized across multiple roles and departments  
Everyone in the organization participates in at least 1 action required in a process  
Unless automated, communication of process steps rely on word of mouth  
They are the connective tissue between Policies and Procedures

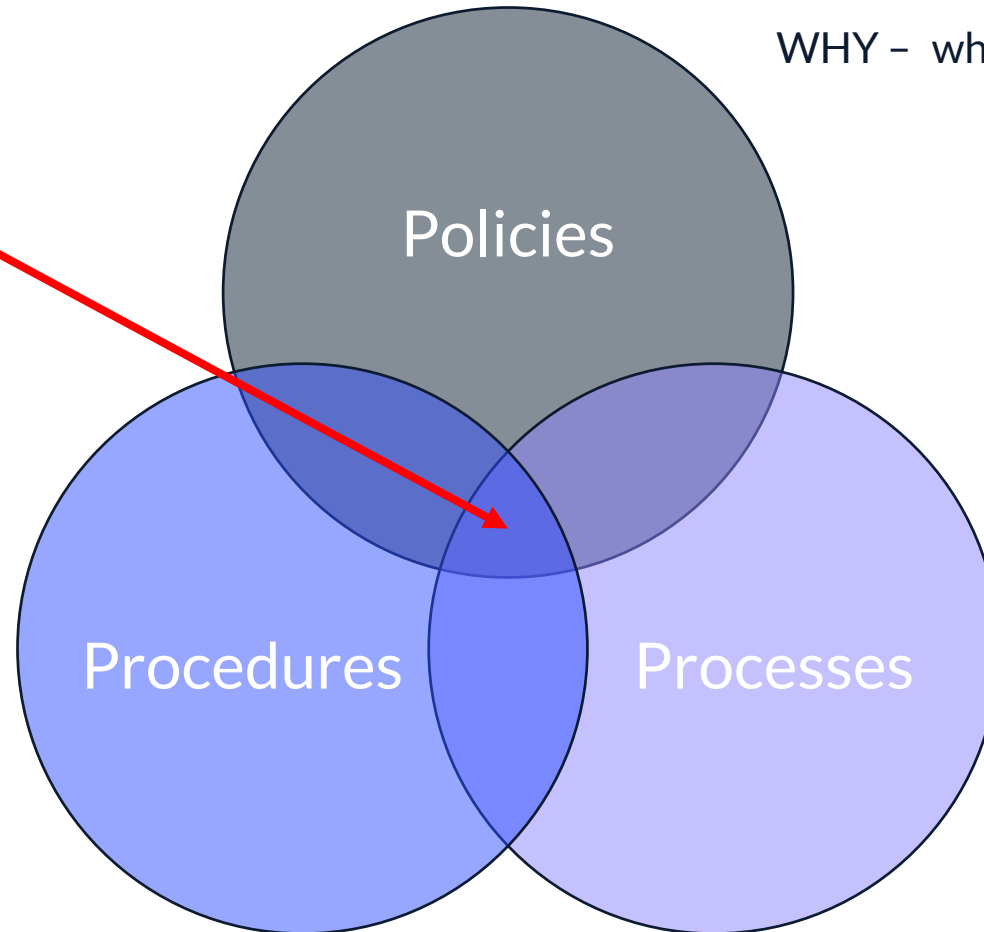
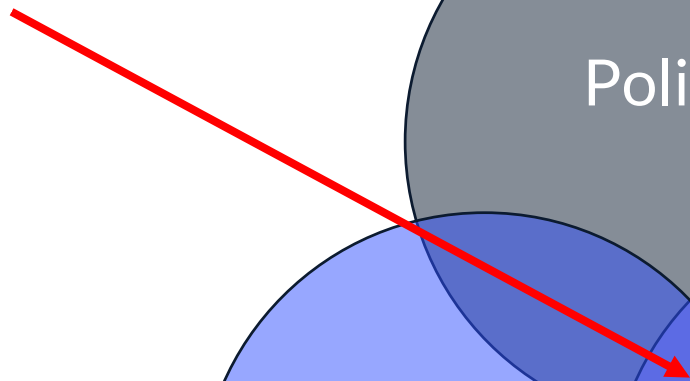


## Procedures

Procedures are limited to one person or role  
Specific people who need to participate in the procedure are given copies of SOPs and trained to perform them  
They're available in digital or physical form, probably on the user's desk



# Convergence Defines **Your Success**



WHY – what makes you unique

WHO – personal responsibility for actions

WHAT – the actions that ensure you deliver on the promise

WHEN – repeatable, sustainable consistent timing

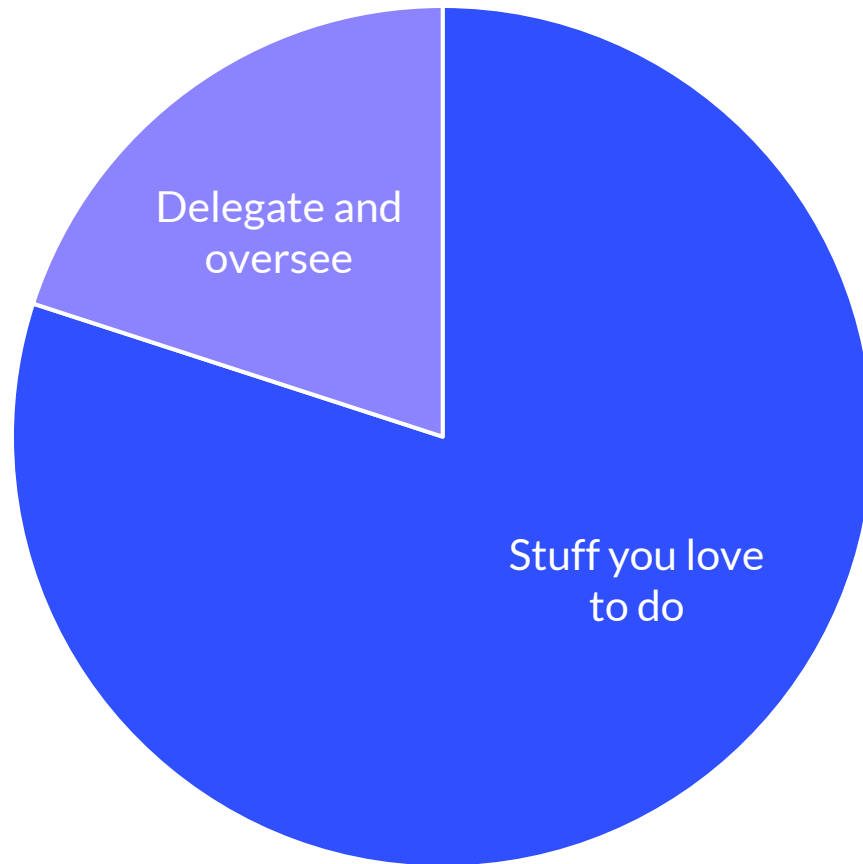
HOW – specific tasks required to deliver your uniqueness to your customers

2022





# Build A Business **You Love...**



## Building



Enter Process Workflows!

Create a business with scalable, repeatable processes that let you grow as your revenue grows, onboard new employees quickly and efficiently, keep you making critical decisions without micromanaging your team and doing fun stuff...



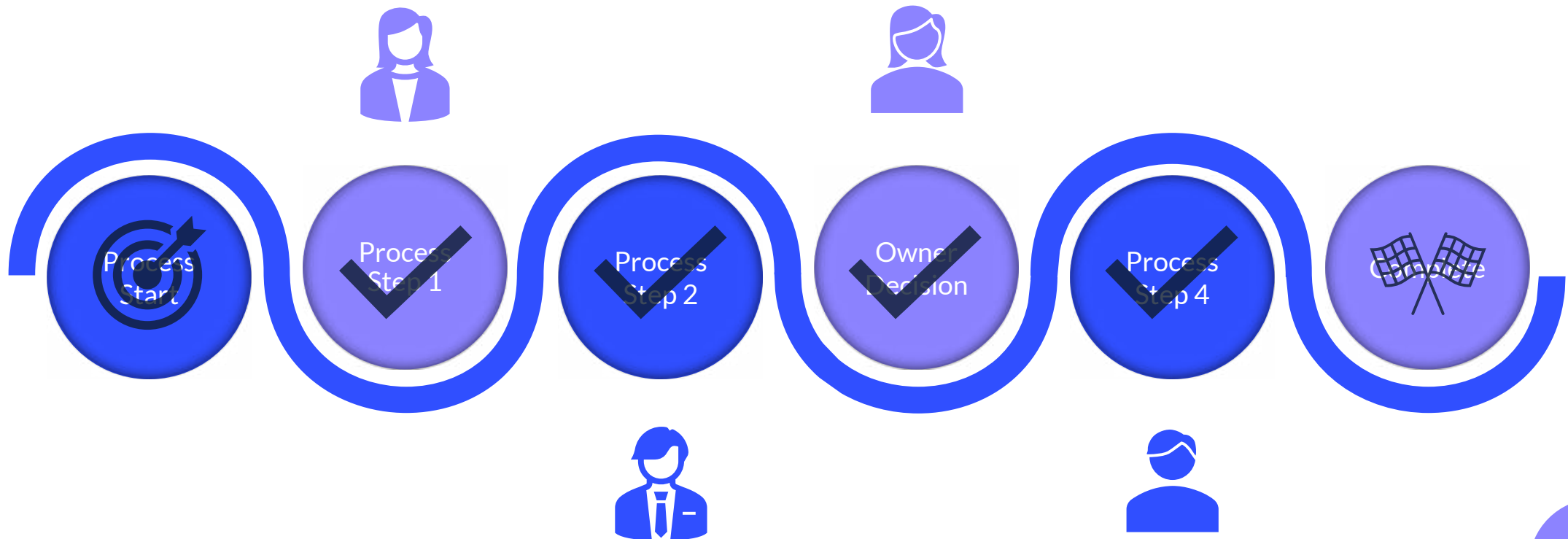




# Process Workflow **Illustration**

How everyone knows Who What and When

- Each action has an assigned owner.
- Once they've taken their action, the workflow proceeds to the next step.
- It continues down the path until the process is complete.



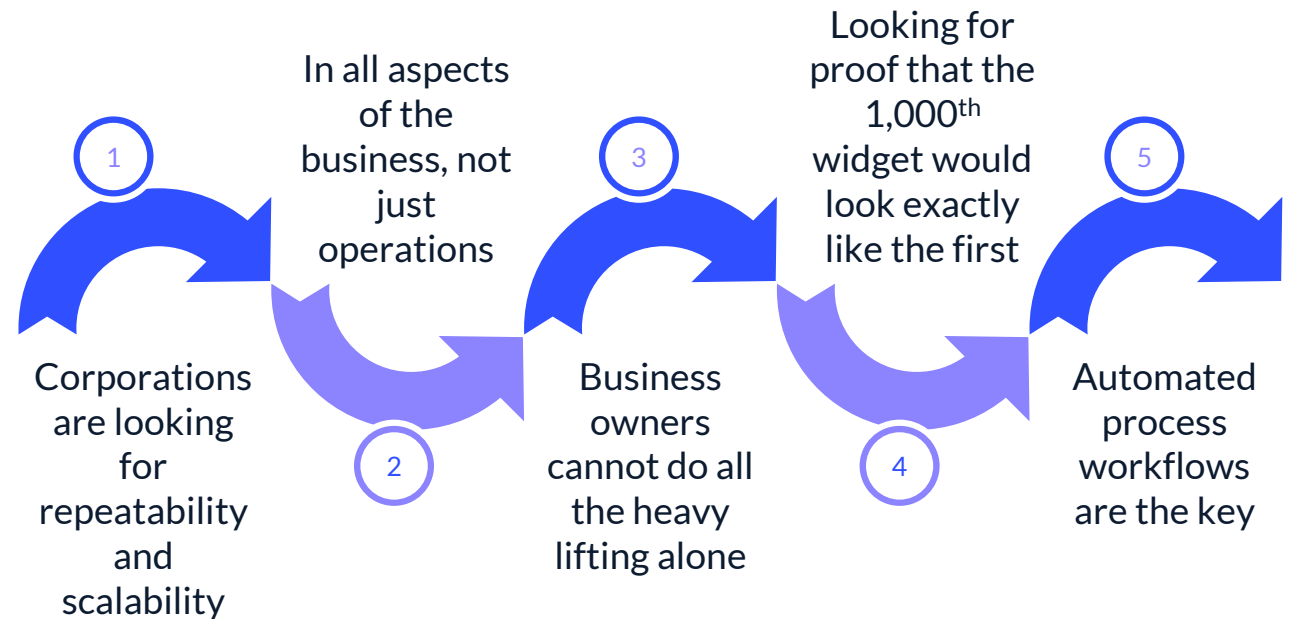


# MY Why...

- My Background
- 25 years of running sourcing teams
- 100s of Millions of \$ in contracts
- 1,000s of suppliers - worldwide



Started my own business in 2010 to share all I'd learned with business owners

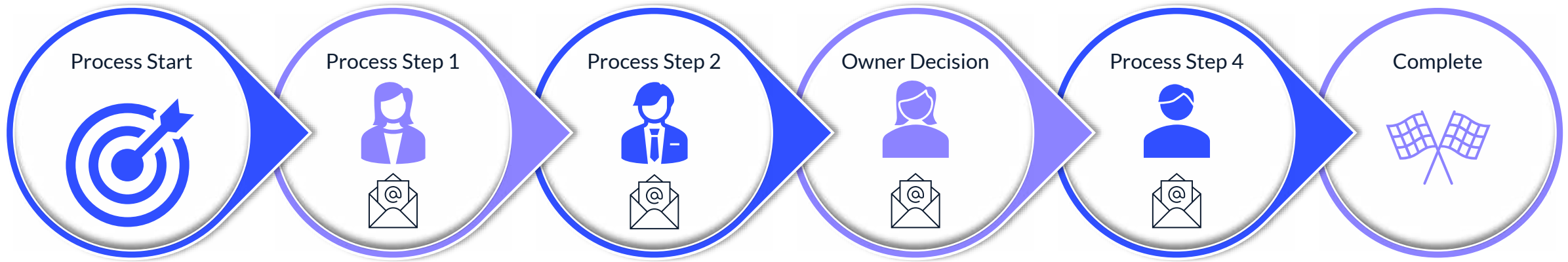


**playbook**  
MAKERS





# ENTER: The Magic of Automation



- The system automatically sends a notification to each assigned owner when their actions are needed.
- Once they've taken their action and mark it complete, the system notification proceeds to the next assigned owner – removing the chance for human error.
- It continues down the path until the process is complete – everyone doing the right task at the right time in the right way.



THANK YOU

D o y o u h a v e a n y q u e s t i o n s ?