

+ *IT'S TIME TO FOCUS*

Discovery – Defining Your GROWTH

- *Going/Goals?* _____
- *Resources?* _____
- *Opportunities?* _____
- *Win?* _____
- *Timing?* _____
- *Help?* _____

+ GROWTH Guide - Going?

- *What's your Dream?*
- *What are the Milestones for this year?*
- *What's your Goal(s)?*
- *Define Success in this Season?*
- *How will that make you feel?*
- *Will you need to change Direction?*
- *Who knows your dream?*

+

GROWTH Guide - Resources?

1. What are the *Resources* you need to get you where you're going?
2. What's already been entrusted to you? *Consider first what you've been given before you're concerned with what you lack.*
3. What resources do you still need?



+ GROWTH Guide - Stewarding Resources You've Been Given

- Time to Organize, Focus, and Produce
- Talent – Gifts that Life, Joy, and Value
- Treasures in wealth that can be invested, bartered, leveraged for future returns
- Technology that makes life simpler and more productive
- Trust built and relational equity
- Experiences learned Wisdom to Apply
- Training – Skills, Qualifications, Accreditation
- Relationship – Family, Friends, Customers, Referrals, Sponsors
- Business Background, Context, Industry Trade Knowledge
- What have you forgotten than most people may ever know regarding _____?
- Resources from existing businesses, assets, and team members to be restructured, liquidated, or reassigned



+ GROWTH Guide - Resources You Need

- Clarity of Focus
- Confidence of Endure
- Counsel, Advisors, Mentoring to Guide
- A Plan for Structure Business, Marketing, Ministry
- Financial Budget to Allocate
- Team to Implement
- Partners to Expand
- Board of Directors to Govern
- Customers to Create Revenue
- Capital, Sponsors, Angels, Venture to Expand
- Friends to Support



+

GROWTH Guide - Opportunities

What are ALL the Opportunities before you today?

- Personal, Family, Fitness, Recreation
- Professional, Promotion, Transition, Succession
- Projects, Technology, Art, Music
- New Business Plans, Clients, Partner, Launch
- Renovation Existing Business
- Ministry, Charity, Community

+

GROWTH Guide - Win

There's a lot of blue sky! Whether you have 10, 50, or 100 Opportunities you *can't* do them all!

- Write down your all opportunities
- Read and reflect then select your top 3.
- Describe success for all 3 in reach, revenue, and/or impact.
- If you could accomplish just ONE thing for 2016-7 what would it be?



GROWTH Guide - Timing

What's your Season?

- Look at your Win. Could it be the right idea but wrong timing
- When is it time to get started?
- What current commitments need to change or be completed before you have time for your Win?
- What do you need to say NO so you can commitment your YES?

The change you desire often is not IF but WHEN.

+

GROWTH Guide – Help

Your GROWTH Focus for this year!

- Help? _____

Its time to Clarify and Communicate your Private Dream to be a Public Declaration

- *How do you need help?*
- *Who can help you? Write down their names*
- *What do you need to get moving?*

+ Imagine the Impact of your WIN

- What would be the impact on you, your family, your friendships, your business?
- How will you feel to see this dream become a reality?
- Who will you share your dream with today?

Next Step - Define a GROWTH Path and a Team that will get you moving

