



GROW YOUR BUSINESS HIRE THE RIGHT TEAM

Three Tools to Help You Get What You Want

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AGENDA

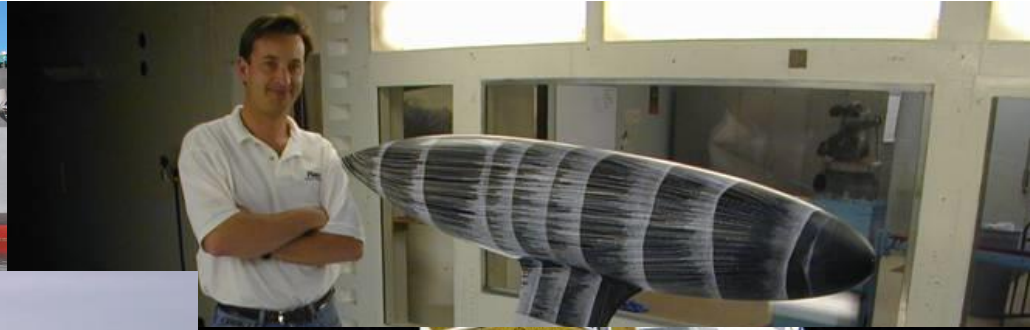
- Get REAL
- Keep it SIMPLE
- Get RESULTS

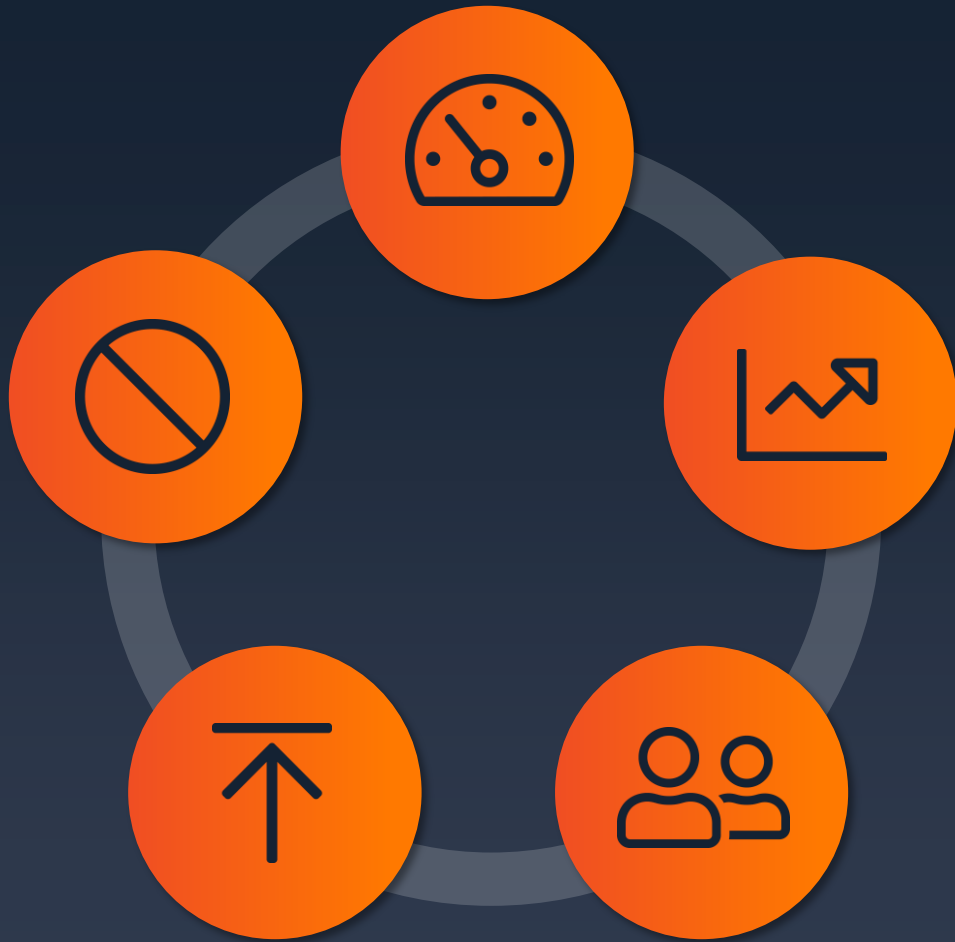
GET
REAL



ABOUT US

- Brief History—
Where did EOS® come from?
- The Power of EOS





FRUSTRATIONS

- Control
- Profit
- People
- Hitting the ceiling
- Nothing's working

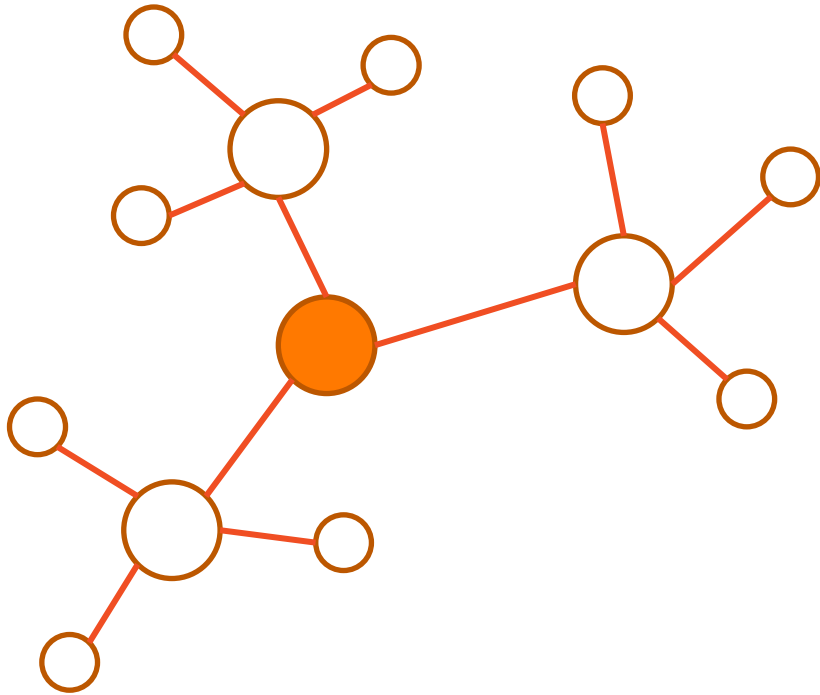
KEEP IT
SIMPLE

THE EOS MODEL®



TOOL #1: **DELEGATE AND ELEVATE**

CLONE YOURSELF



ELEVATE YOURSELF

DELEGATE WORK



WHAT ARE YOU DOING?

THINGS I DO

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

LOVE & GREAT

YOUR
UNIQUE
ABILITY

DON'T LIKE & GOOD

DELEGATE!

LIKE & GOOD

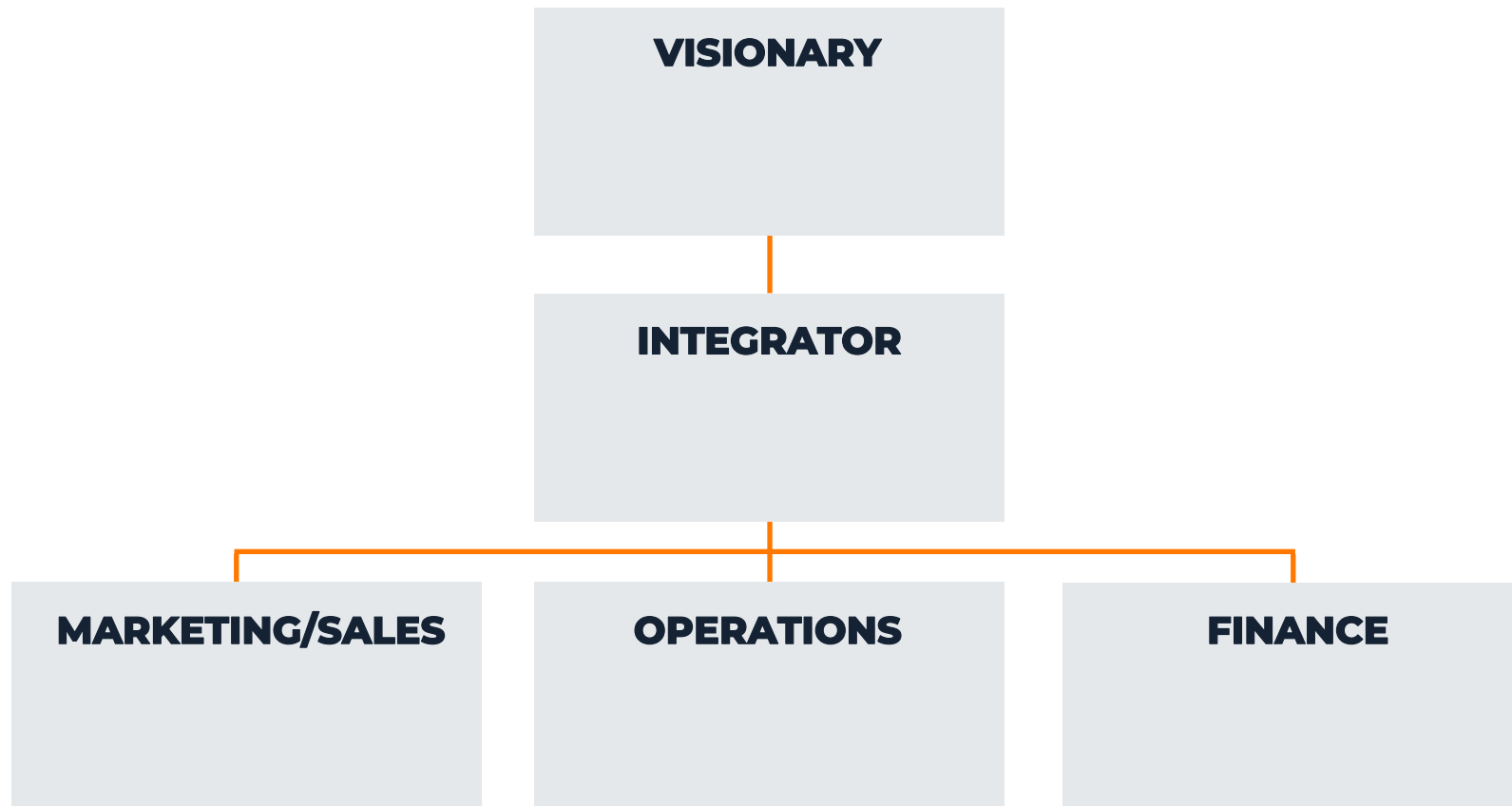
DON'T LIKE & NOT GOOD

TOOL #2: **ACCOUNTABILITY CHART**

“Structure first,
people second.”

—GINO WICKMAN

ACCOUNTABILITY CHART™



FUNCTIONS AND ROLES

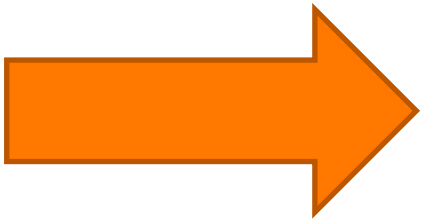
Function

Name

- Role
- Role
- Role
- Role
- Role

WHAT DO YOU NEED?

Bottom
Two
Quadrants



Marketing/Sales

Name

- Strategy
- Marketing
- Hit sales numbers
- Sell
- Account management

**RIGHT PEOPLE
RIGHT SEATS**

TOOL #3:
PEOPLE ANALYZER

RIGHT PEOPLE

CORE VALUES

- 1.
- 2.
- 3.
- 4.
- 5.

- Discover
- Define
- Live and Breathe

RIGHT SEATS

- Gets It
- Wants It
- Capacity to Do It

Navigation

Steve Morris

- Competitive strategy
- Weather forecasting
- Positioning
- Performance analysis
- Pitch in on deck

THE PEOPLE ANALYZER™

NAME	Humbly confident	Grow or Die	Help First	Do the right thing	Do what you say			GETS IT	WANTS IT	CAPACTIY
Maria Rodriguez	+	+	+	+	+			Y	Y	Y
John Smith	-	+/-	-	-	+/-			Y	Y	N
George Wilson	+/-	+/-	+	+/-	+			N	Y	Y

THE BAR										
RATING: + +/- -	+	+/-	+	+/-	+			Y	Y	Y

TWO KINDS OF PEOPLE ISSUES

- 💡 Right Person, Wrong Seat
- 💡 Wrong Person, Right Seat

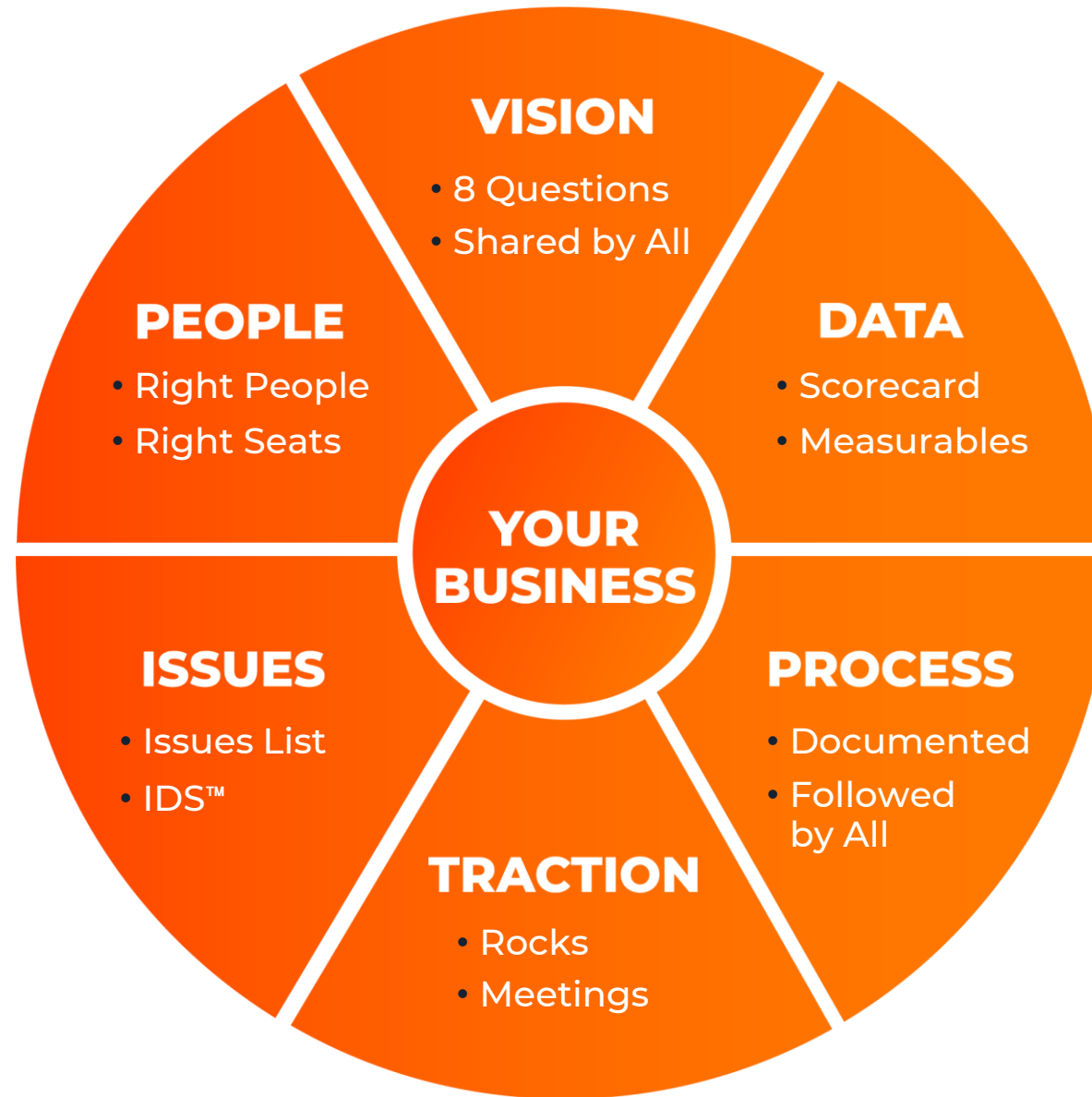
GET
RESULTS



TAKE ACTION:

- Delegate and Elevate
- Accountability Chart
- People Analyzer

THE EOS MODEL





RESOURCES

EOSWorldwide.com

- Traction Library
- Downloadable tools and videos
- Base Camp
- EOS Implementers

“Real. Simple. Results.”

#GetAGrip

Thank you!

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