HOW WE WORK

Three stages, with systems built throughout

StepLine

Philosophy, strategy and tactics give the work its order. Each stage produces systems of its own, and SYSTEMology carries them into the business at whatever point the business needs them.

1 · Philosophy

Get aligned · builds the leadership box

The work

- Vision, purpose and values
- Owners and partners on the same page
- The owner's role: technician, manager or entrepreneur
- The right people in the right seats
- The owner's own time, focus and organization
- The role of money
- The root of all issues

SYSTEMS IT PRODUCES

Leadership systems: documented vision and values, the accountability chart, the partner agreement

2 · Strategy

Set direction · works through the nine Strategic Logics®

The work

- 10-year and 3-year vision
- Strategic Logics® assessment: product, customer, competitor, marketing, economic, quality and service, resources and technology, organizational, human resource
- Strategic intentions for each logic
- Making financial sense of it all

SYSTEMS IT PRODUCES

Strategy systems: the Strategic Logics® report and strategic intentions, loaded into the Business Brain

3 · Tactics

Make it happen · puts the plan to work

The work

- Meeting rhythm, scorecard and dashboards
- Annual and quarterly planning: the one-year plan, broken into quarterly priorities
- The Accountable Manager certification: managers trained to lead, hold others accountable and own the systems. They learn proven management methods and models, then apply and implement them in the business

SYSTEMS IT PRODUCES

Management systems: the operating rhythm, scorecard and dashboards, and accountable managers who run them

Systems throughout · SYSTEMology

Every stage's work is documented, organized and improved in systemHub, with a Systems Champion. Systems work can start on day one (the 90-Day Systems Sprint), run alongside any stage, or come at the end. Everything feeds the Business Brain, so AI sits at the heart of the business from the start.