

Success Formula Tool – for closing the GAP

How to Use the Success Formula Tool:

- **Benefit:** Supports planned change and is a simple tool you can use to visually see three important things:
 1. Where you are today with some aspect of your life or business (A);
 2. Where you wish to be at some future point in time (C); and,
 3. The things you must do (B) to move from point A to point C.
- **Using the tool:**

Step 1 - Take time to think about you and your business, gather information and facts about both, and most importantly, write these things down under “A” (document what is TRUE today). Be brutally honest.

Step 2 – Take time to think about your desired future and how you want your business and life to be in the future. What things are working well now that you want preserved in the future? What do you want more of in the future? What do you want less of? Write all these things down under “C” (define what you want your desired future to be).

Step 3 – Under B, make a list of all the things that you must: *Start* doing; *Stop* doing; *Continue* doing in order for you to make the necessary changes to move from where you are today to where you want to be in the future. Be sure you include any learning/development you and your employees must do in order to be part of an ever-growing and successful business.
- **Recommended next steps:** Take what you discover and use it to develop a more formal, written plan. Contact Business Success Tools LLC if you need support in developing a plan that will spotlight your current *performance*, and support you in making the necessary *changes* to support your future *growth*.

Business Success Tools LLC

Spotlighting Performance, Change and Growth