

2023
Success Roadmap
Workbook

EXCLUSIVE SCHOLARSHIP OPPORTUNITY

One full and six partial scholarships are available for the:
Q1 2023 Success Roadmap Accelerator

[BOOK YOUR APPLICATION CALL HERE:](https://francesquinn.com.au/meetings/francesquinn/accelerate-me)

<https://francesquinn.com.au/meetings/francesquinn/accelerate-me>

QUALIFICATION CRITERIA

- ✓ Been in business at least two years
- ✓ Have at least two team members
- ✓ Can invest 12 hours over 12 weeks

HOW TO APPLY

- ➔ Book your application interview
- ➔ Awarded first come first served
- ➔ Application calls open for one week only

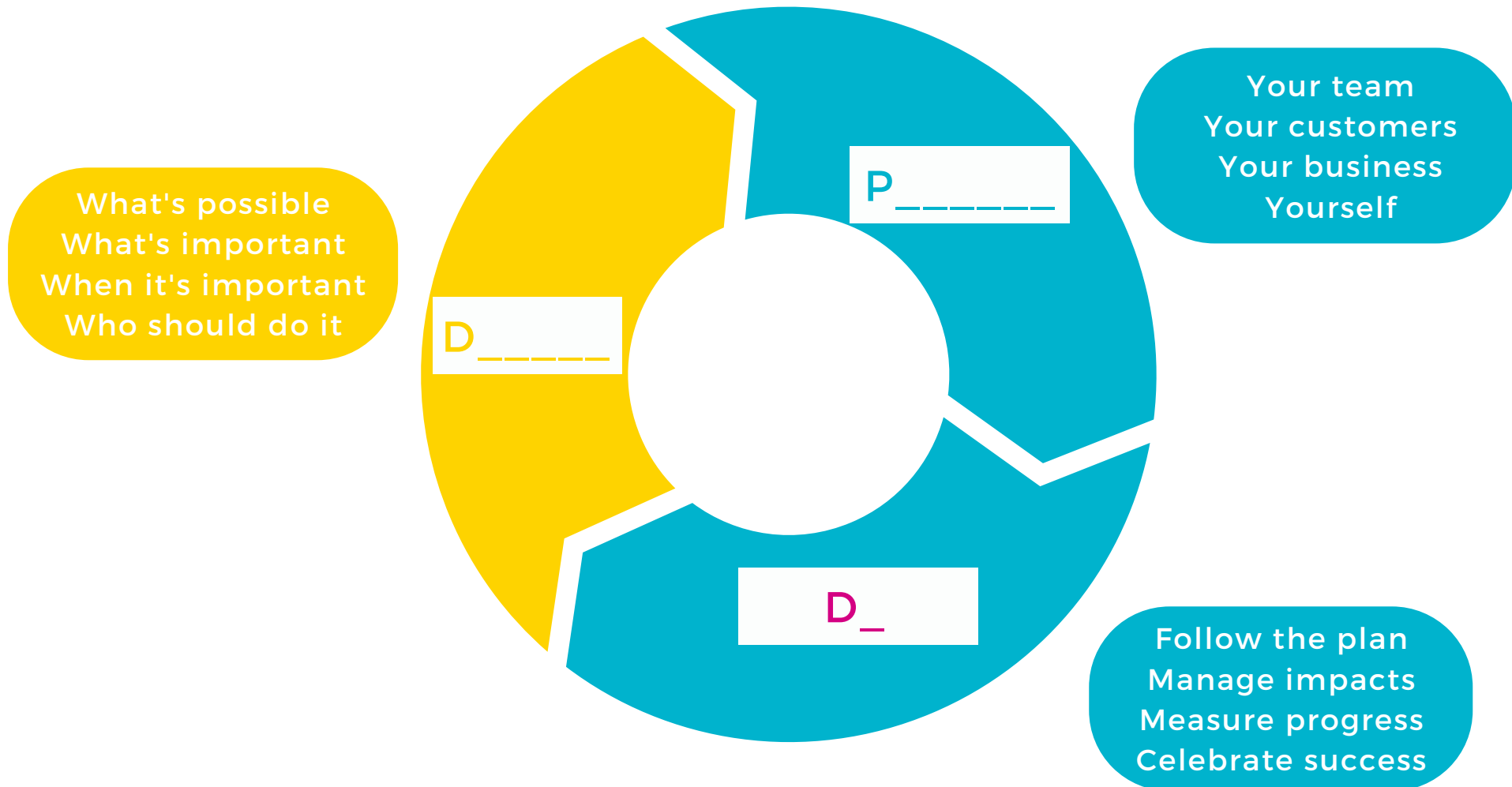


*A goal without a
plan is just a wish.*

Antoine de Saint-Exupery



SUCCESS FRAMEWORK



SETUP FOR SUCCESS

REFLECTION PROMPTS

- Where are you today?
- Where are you going?
- Why is that important to you?
- How will you know you've reached your destination?
- What is your vision?
- Why does it matter?
- Where are your customers unhappy?
- Where are your team unhappy?
- Where are you losing time?
- Where are you losing profit?
- Where are you missing opportunities?
- Where can you gain efficiencies?
- What is keeping you awake at night?
- How can you strengthen your brand and business?

SETUP FOR SUCCESS

NOTES

SETUP FOR SUCCESS

SETUP FOR SUCCESS	Where We Are Today	Where We Want To Be End 2023
Marketing		
Sales		
Customer		
Operations		
Financial		
Team		



*You cannot make
progress without
making decisions.*

Jim Rohn



STEP 1 - DECIDE

I _____

P _____

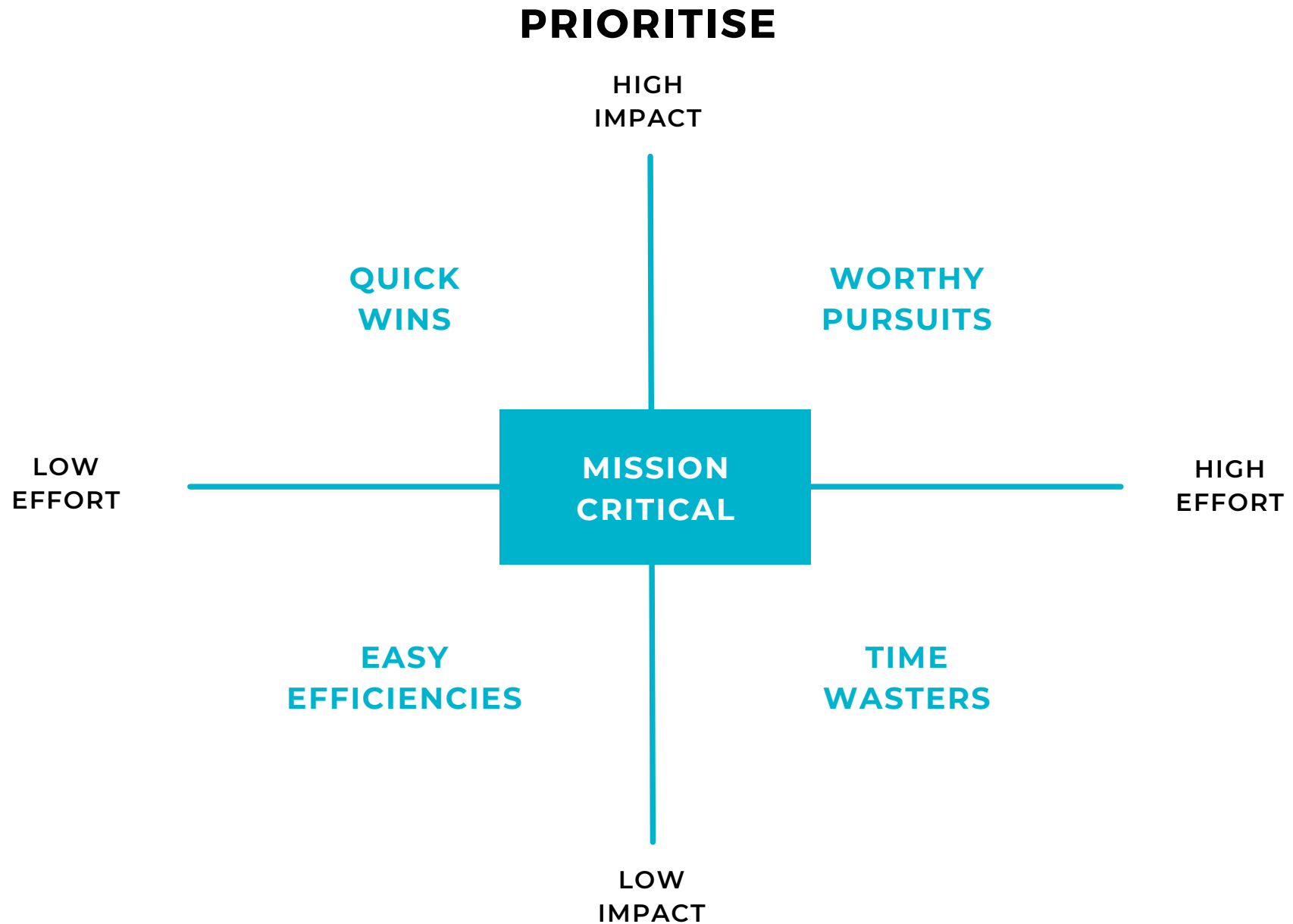
D _____

STEP 1 - DECIDE

IDENTIFY

Marketing	Sales	Customer	Operations	Financial	Team

STEP 1 - DECIDE



STEP 1 - DECIDE

DEFINE

Initiative:	Effort:	Who Will Do This:
	Impact:	
This Includes:	This Excludes:	
Impact of Doing This:	Impact of Not Doing This:	



*Plans are nothing.
Planning is
everything.*

Dwight D. Eisenhower



STEP 2 - PREPARE

P ____

R _____

S ____

STEP 2 - PREPARE

BUILD YOUR PLAN

Step #	Action	Step #	Action	Step #	Action

STEP 2 - PREPARE

ALLOCATE RESOURCES

Time

Money

People

STEP 2 - PREPARE

Who Needs to Know	What Do They Need to Know	When Do They Need to Know It

STEP 2 - PREPARE

NOTES

STEP 2 - PREPARE

NOTES



*Vision without
execution is
delusion.*

Thomas A. Edison



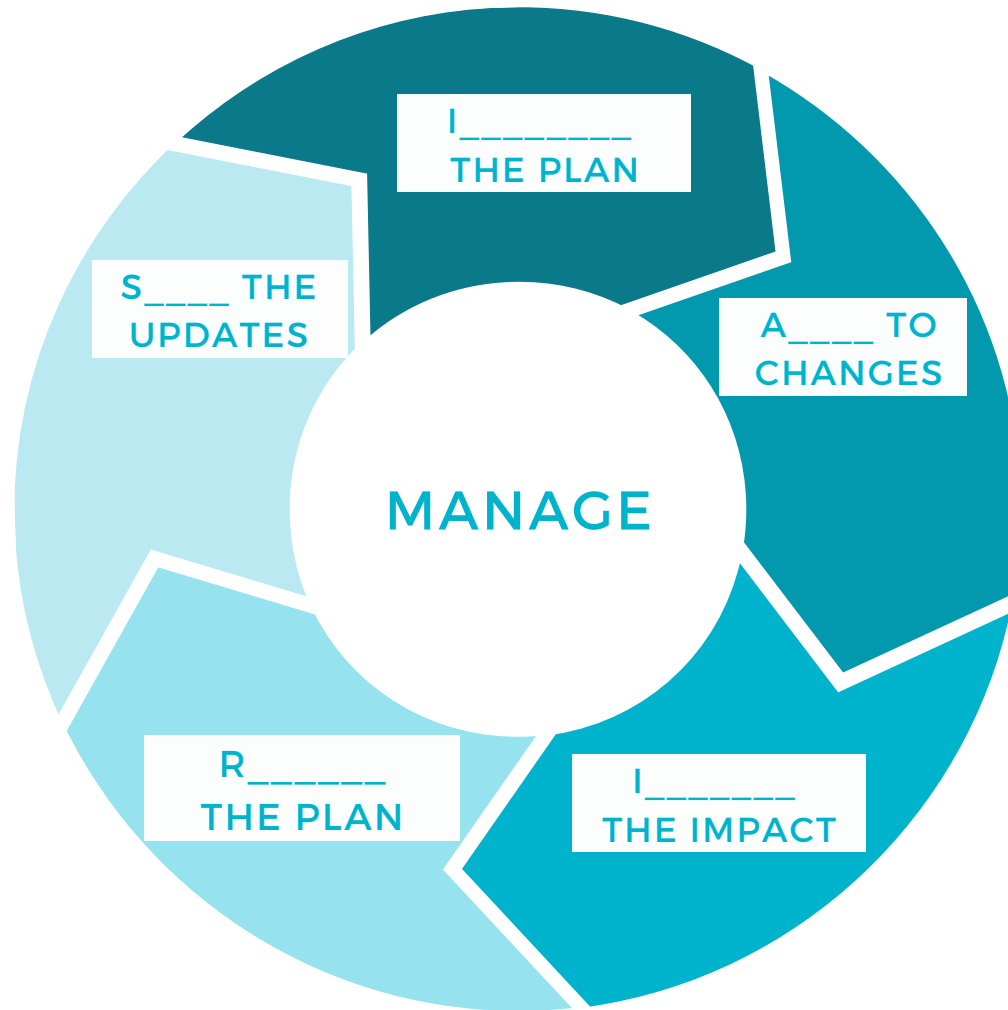
STEP 3 - DO

M _____

M _____

C _____

STEP 3 - DO



STEP 3 - DO

MEASURE	How will we measure it?	What does success look like?
PROJECT PROGRESS		
PROJECT OUTCOMES		
PROJECT ISSUES		
TEAM INPUT		
BUSINESS IMPACTS		
BUSINESS RESULTS		

STEP 3 - DO


When this happens...	We will celebrate by...
Project Commences	
Project is Completed	

STEP 3 - DO

NOTES

STEP 3 - DO

NOTES



*If you take small,
intentional steps
toward your goal
every day, you can't
help but reach it.*

Me



BRINGING IT ALL TOGETHER

DECIDE

IDENTIFY

PRIORITISE

DEFINE

PREPARE

PLAN

RESOURCE

SHARE

DO

MANAGE

MEASURE

CELEBRATE

BRINGING IT ALL TOGETHER

ANNUAL S_____ R_____

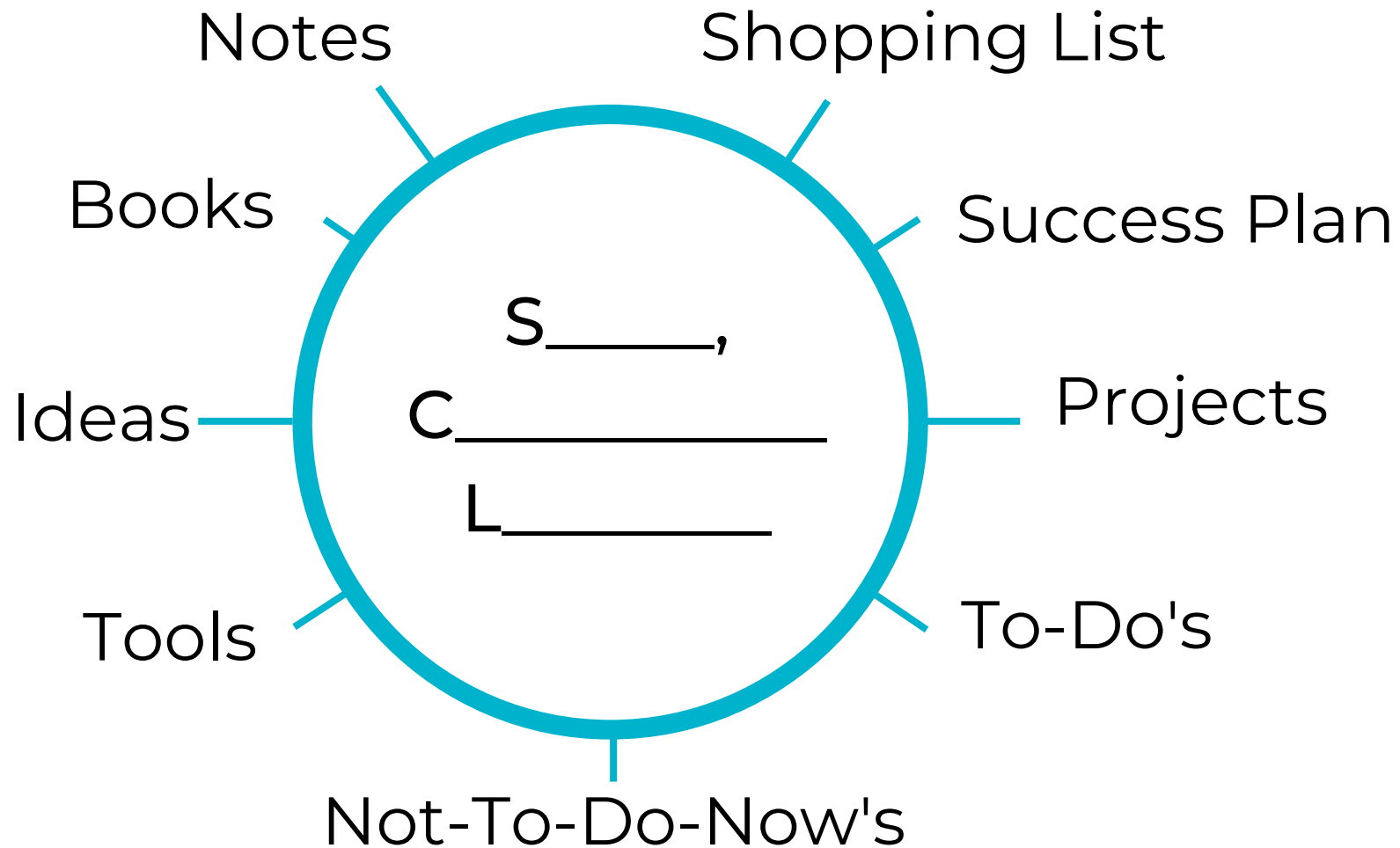
QUARTERLY P_____ & R_____

MONTHLY G___ S_____ & R_____

WEEKLY P_____

DAILY A_____

BRINGING IT ALL TOGETHER



BRINGING IT ALL TOGETHER

NOTES

MAKE 2023 YOUR YEAR OF

Massive Momentum

STAY CONNECTED

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