

### Organisation Strategy Checklist

		YES	NO
1.	Do you know what core activities generate the majority of your income?	<input type="checkbox"/>	<input type="checkbox"/>
2.	Do other income opportunities exist for your business that you would like to capitalise?	<input type="checkbox"/>	<input type="checkbox"/>
3.	Do growth opportunities exist for your business? (If <b>No</b> , go to Q8)	<input type="checkbox"/>	<input type="checkbox"/>
4.	Are your growth opportunities related to new product opportunities?	<input type="checkbox"/>	<input type="checkbox"/>
5.	Are your growth opportunities related to taking existing products to new markets?	<input type="checkbox"/>	<input type="checkbox"/>
6.	Are your growth opportunities focused on "getting more" from your team?	<input type="checkbox"/>	<input type="checkbox"/>
7.	Are your growth opportunities related to taking a new product into a new market?	<input type="checkbox"/>	<input type="checkbox"/>
8.	Have you set goals for your business? (If <b>No</b> , go to Q11)	<input type="checkbox"/>	<input type="checkbox"/>
9.	Have you set goals for each department?	<input type="checkbox"/>	<input type="checkbox"/>
10.	Do each of your team members have goals that are specific to the business goals?	<input type="checkbox"/>	<input type="checkbox"/>
11.	Do you have a Vision or Direction Statement? (if <b>No</b> , go to Q14)	<input type="checkbox"/>	<input type="checkbox"/>
12.	Have you communicated your Vision to your staff?	<input type="checkbox"/>	<input type="checkbox"/>
13.	Has your Vision been "accepted" by your team?	<input type="checkbox"/>	<input type="checkbox"/>
14.	Have you developed a Strategy to achieve your goals? (if <b>No</b> , call realbalance)	<input type="checkbox"/>	<input type="checkbox"/>
12.	Have you considered each of the following in assessing your Strategy?	<input type="checkbox"/>	<input type="checkbox"/>
a.	the consistency between your Strategy and your businesses Culture?	<input type="checkbox"/>	<input type="checkbox"/>
b.	the effectiveness of your business Systems to support your Strategy?	<input type="checkbox"/>	<input type="checkbox"/>
c.	the effectiveness of your business Structures to support your Strategy?	<input type="checkbox"/>	<input type="checkbox"/>
d.	do you have the right People on your team to support your Strategy?	<input type="checkbox"/>	<input type="checkbox"/>
e.	do your team members have the right Skills to support your Strategy?	<input type="checkbox"/>	<input type="checkbox"/>

**"You need REAL BALANCE in your business"**