



# Office Hours



# Welcome to Office Hours

- A relaxed, informal mentoring program
- Held every Monday at Noon Pacific Time
- The recording will be available online for a few days
- All recordings will be archived in our member's area



# The Reasons

- Being a successful small business owner can be a great experience!
- But it's tough - you need training
- I want you to get to know me
- I care – I want you to succeed!



# Agenda

- In depth discussion of a business success principle
- Closing remarks, special offers, and invitation for next weeks session
- Open Q&A



# Join Us!

- Facebook Brilliant Business Group
- <https://www.facebook.com/groups/BrilliantBusiness/>
- Make comments, ask questions, share insights and “takeaways”



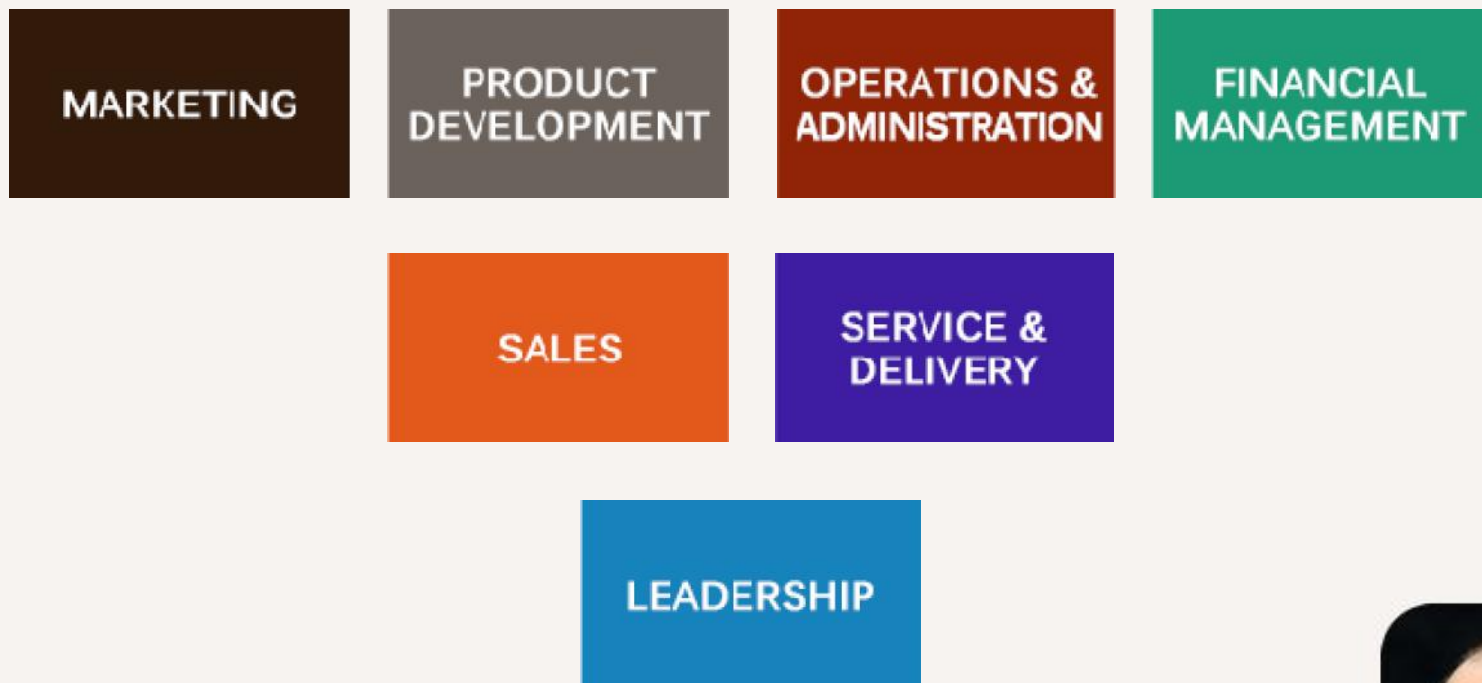
Today's Topic:

Where Are Your Gaps?

Your Business Foundation Profile



# The Key Performance Areas

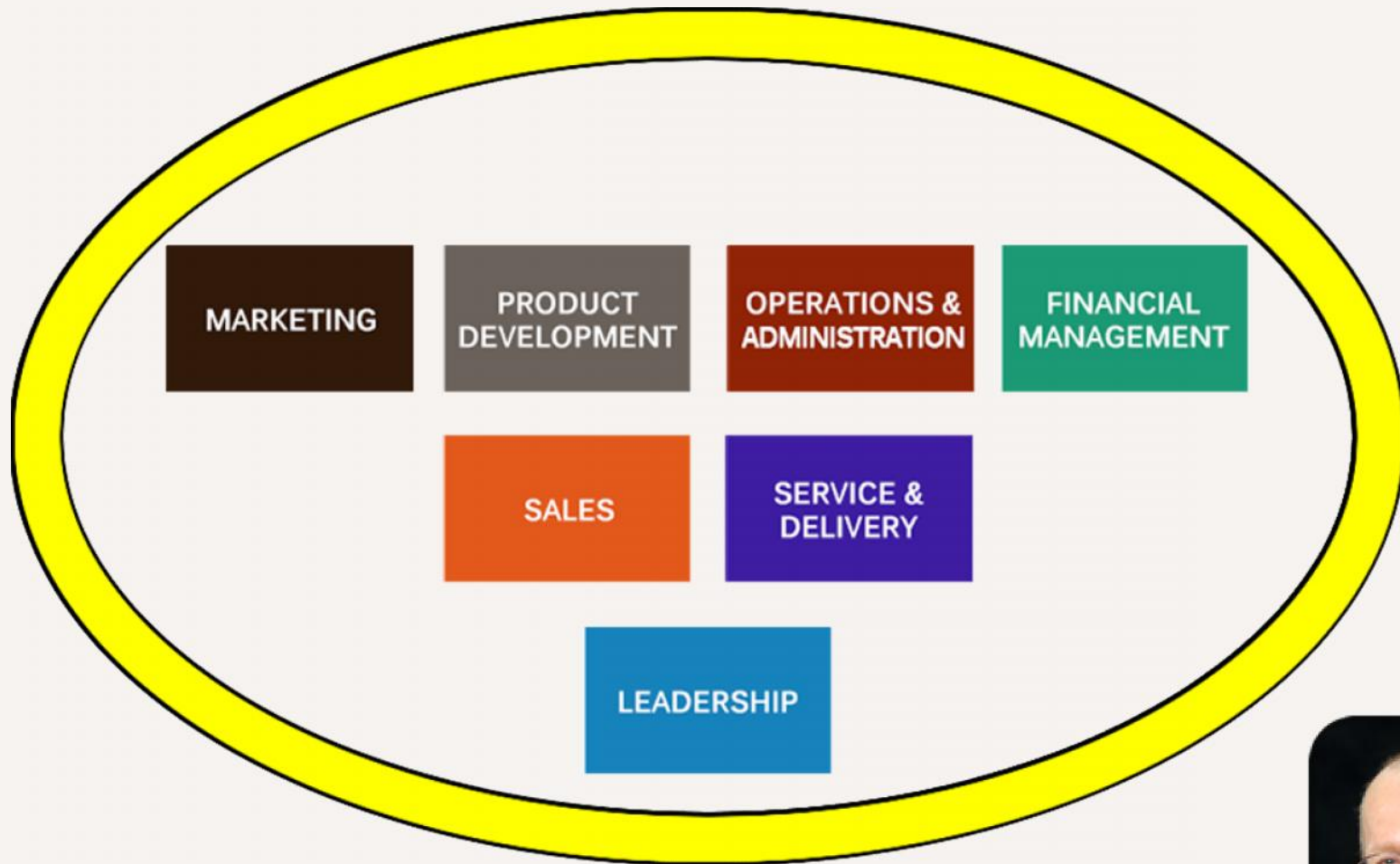


# The Key Performance Areas





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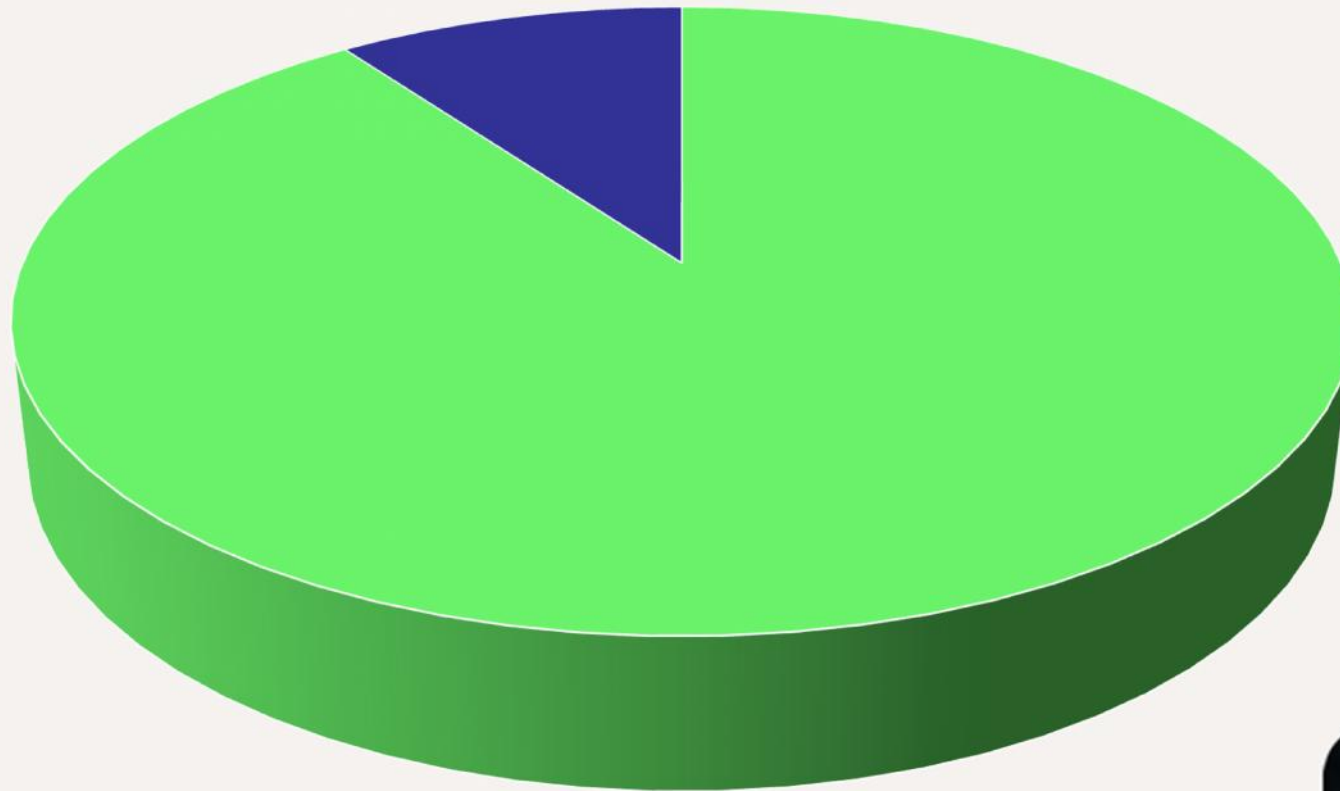


# Agenda

- The Biggest Challenge in Business
- Your Business Complexity Profile
- Discovering Your Gaps
- Sample Business Foundation Profiles
- The Bottom Line



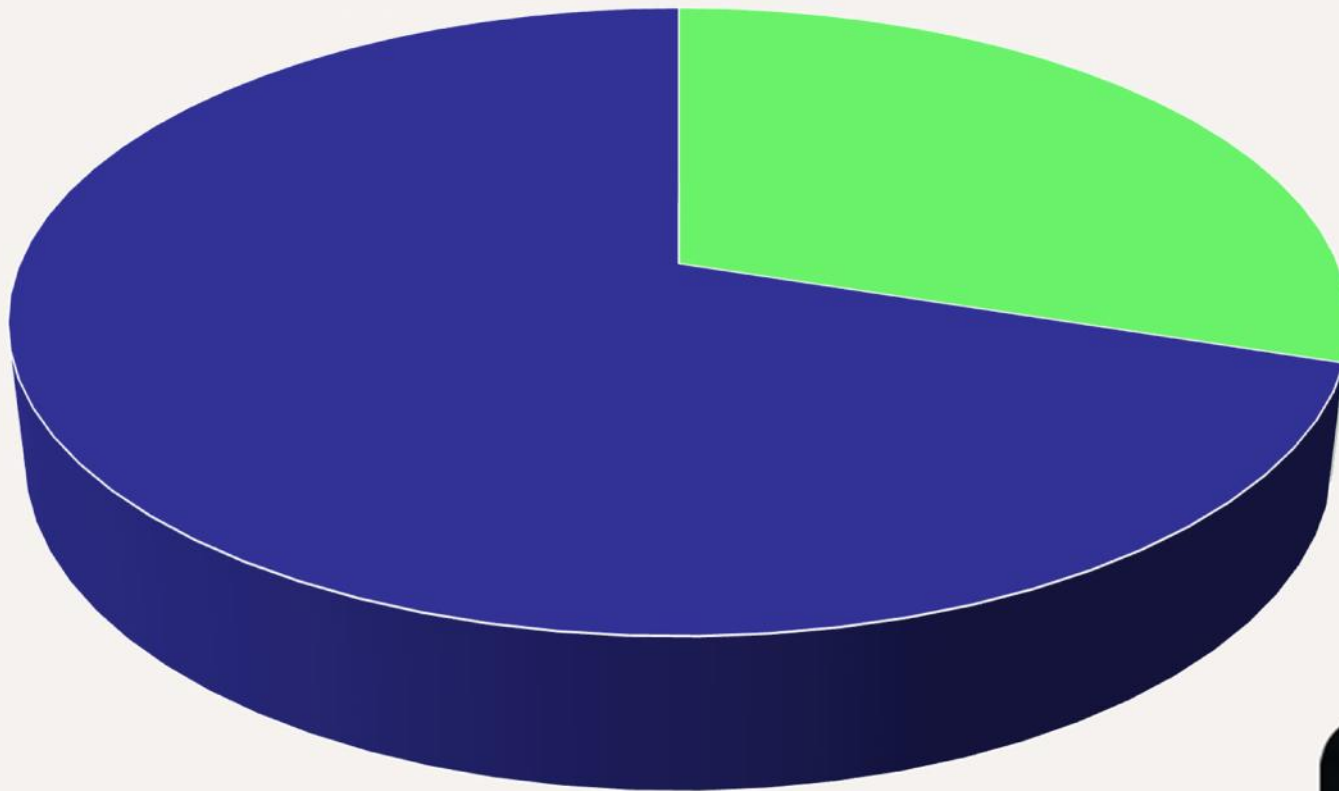
# What You Think the Job Is



■ What I Love To Do   ■ Other Stuff



# What the Job Really Is



■ What I Love to Do ■ Other Stuff

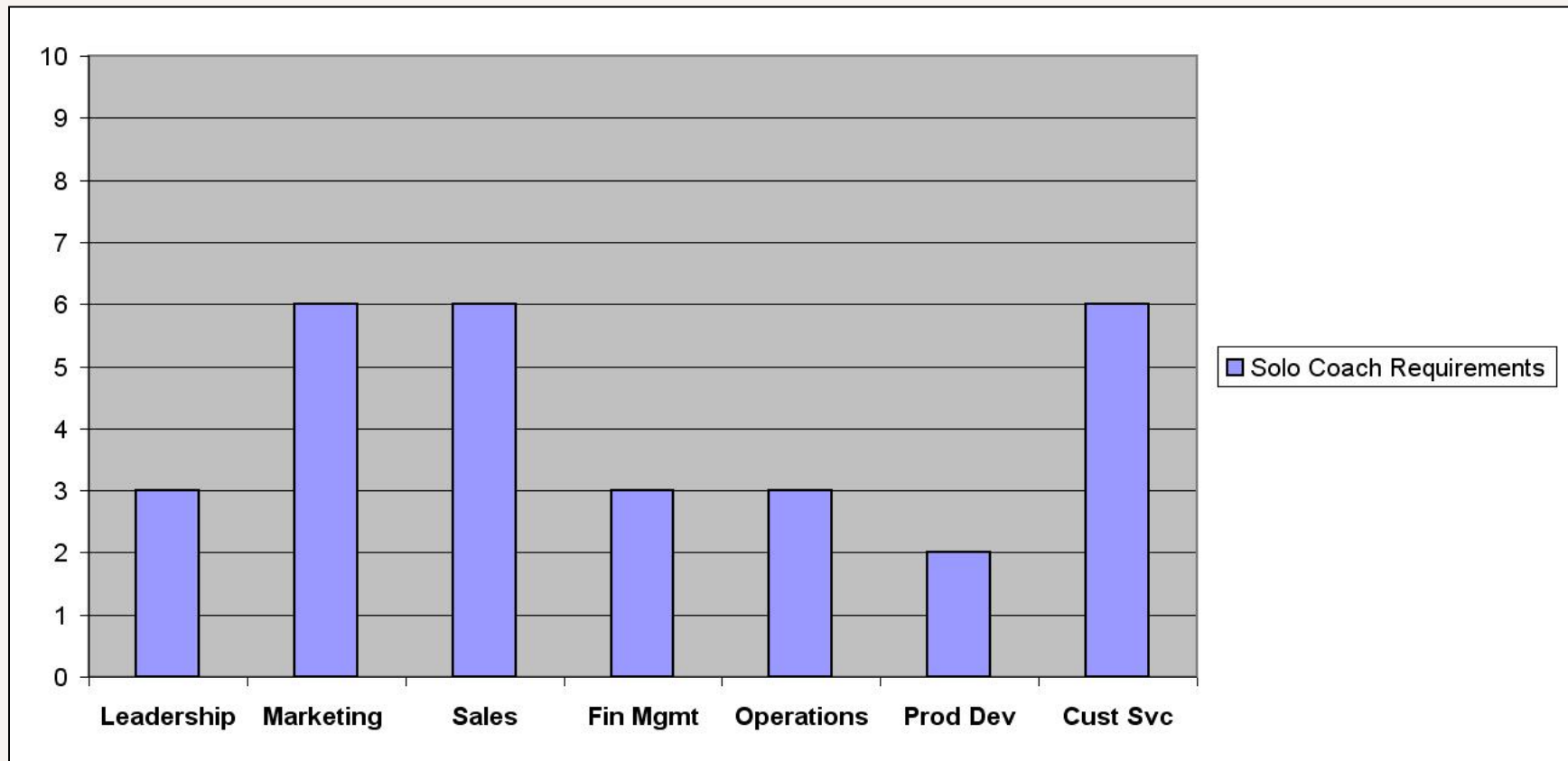


# Last Office Hours

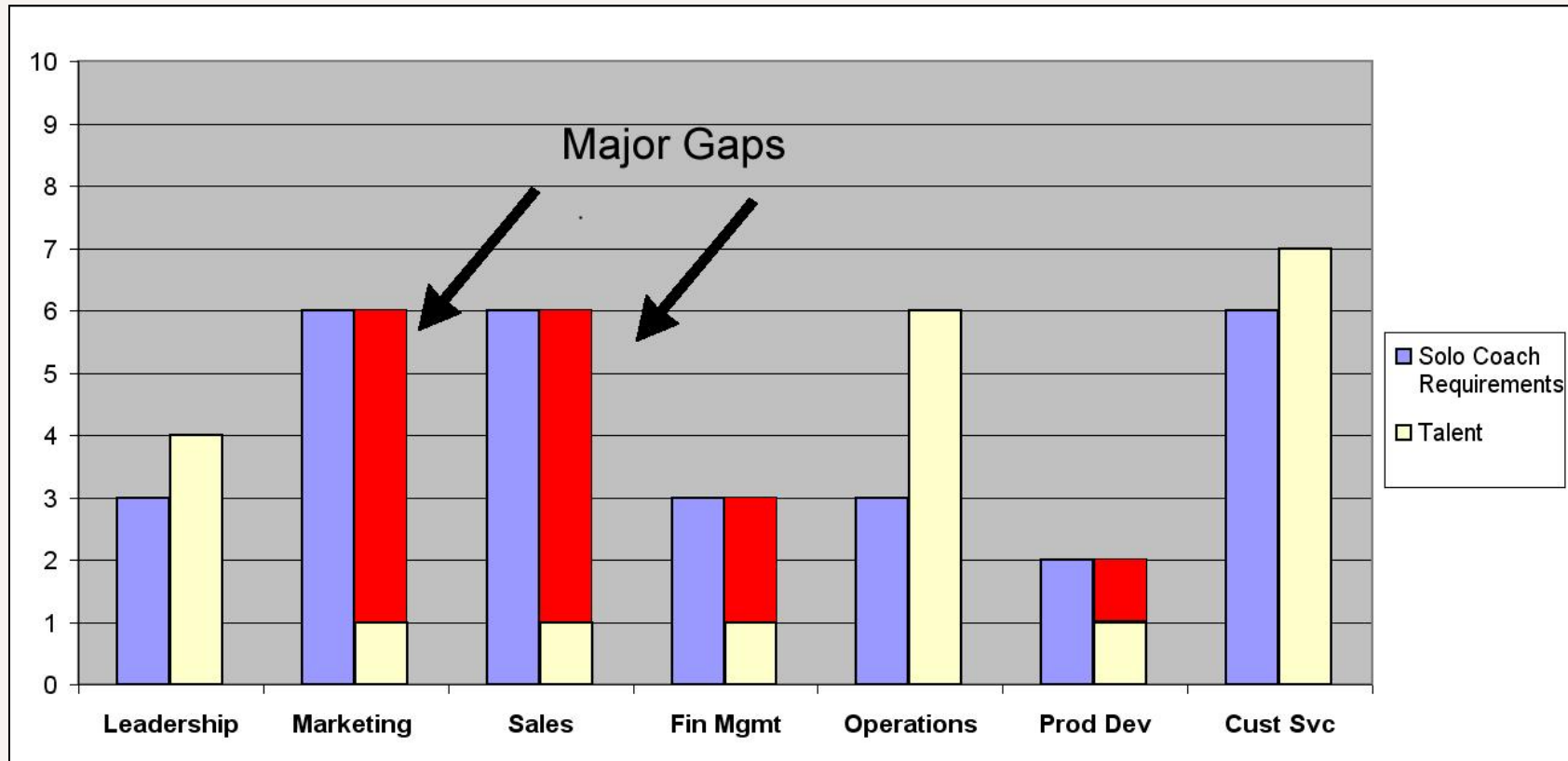
- Business Complexity Profiles
- Complexity Factors



# Coaching Business



# Talent / Experience Gaps



# Discovering Your Gaps

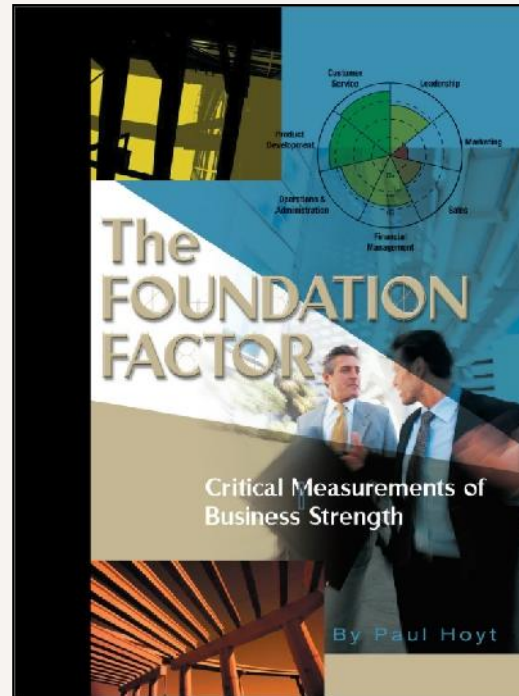
- Understand the requirements / goals
- Knowing where you are
- Fairly seeing the gaps
  
- A classic management consulting practice
- Best done every time the strategy is reset





# The Foundation Factor

- Published 2004
- Defined 140+ best practices in businesses

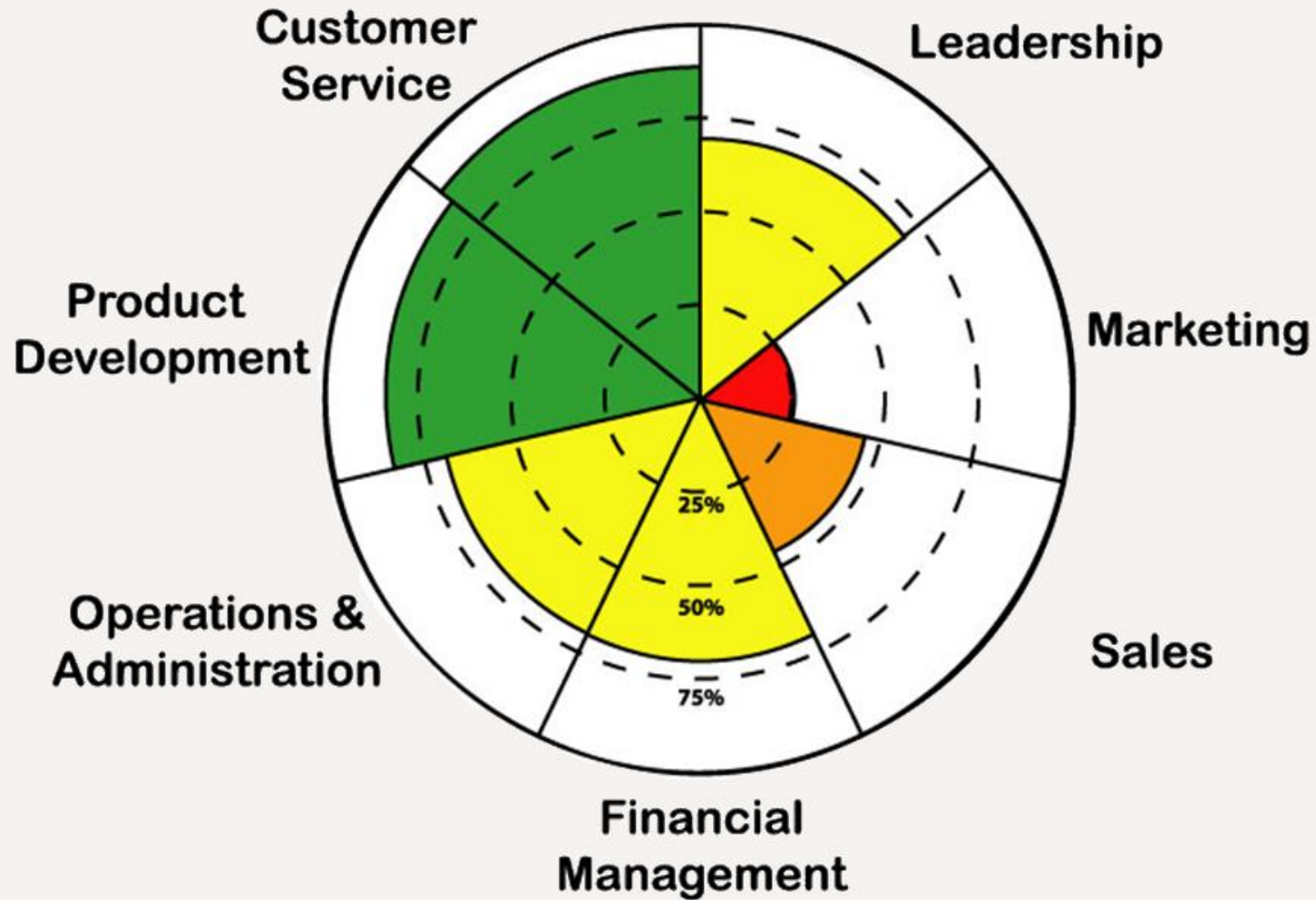


# Discovering Your Gaps

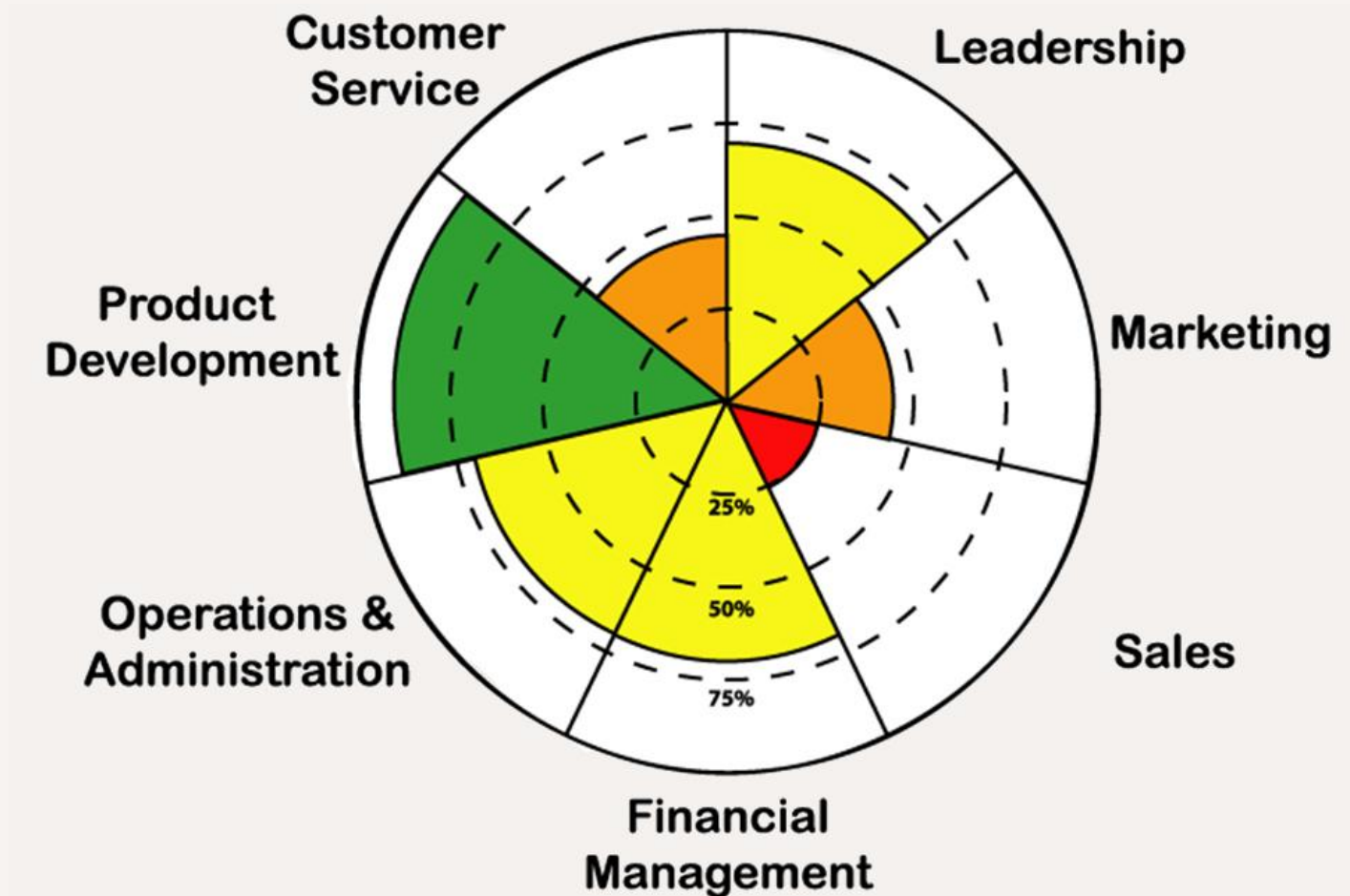
- Go through the Key Performance Areas one by one
- Assign a score from 5% to 95%
  - Relative to where you need to be in the next six months
  - According to the requirements of your business
- Brainstorm next steps in each area



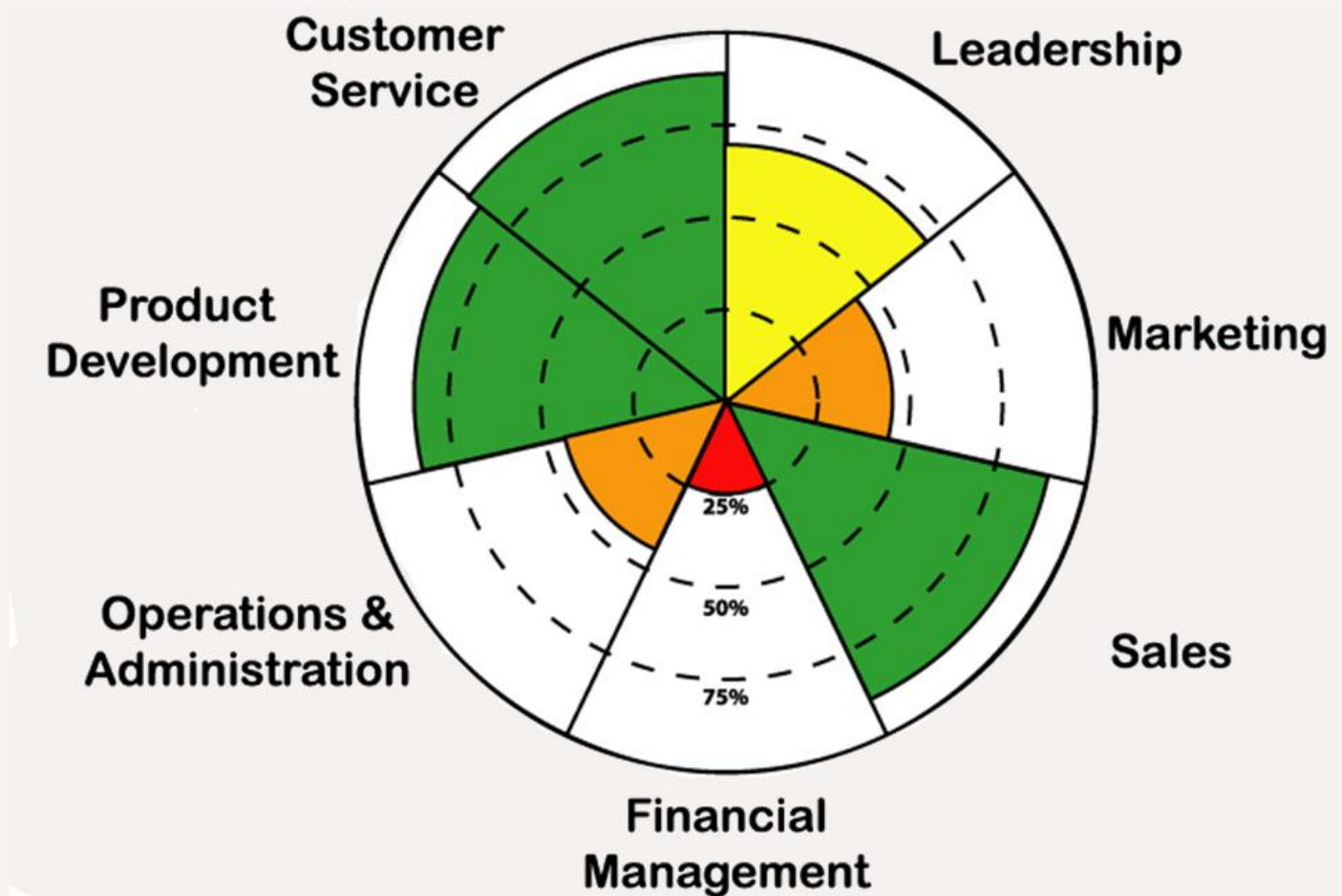
# A Common Profile



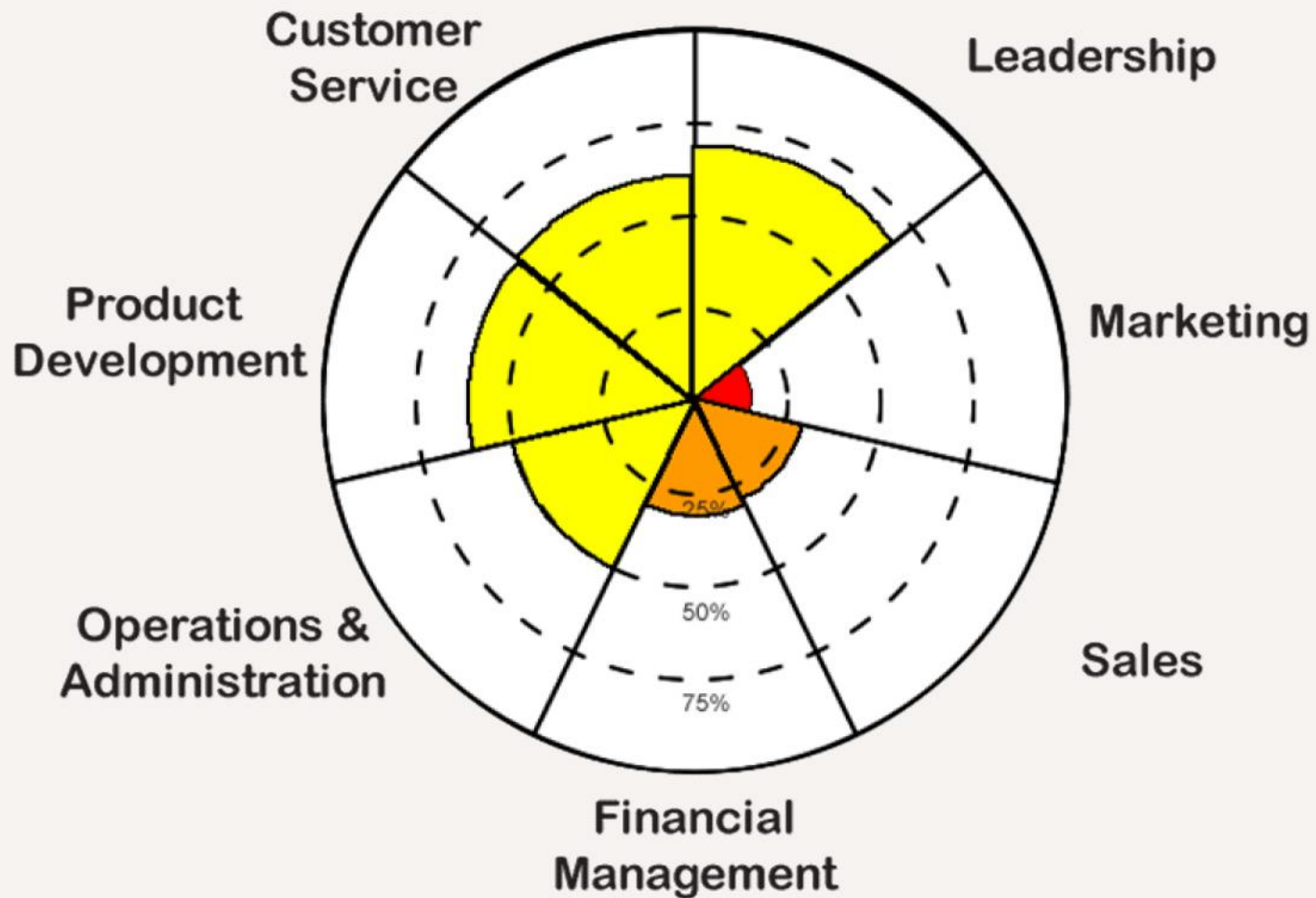
# An Engineer's Profile



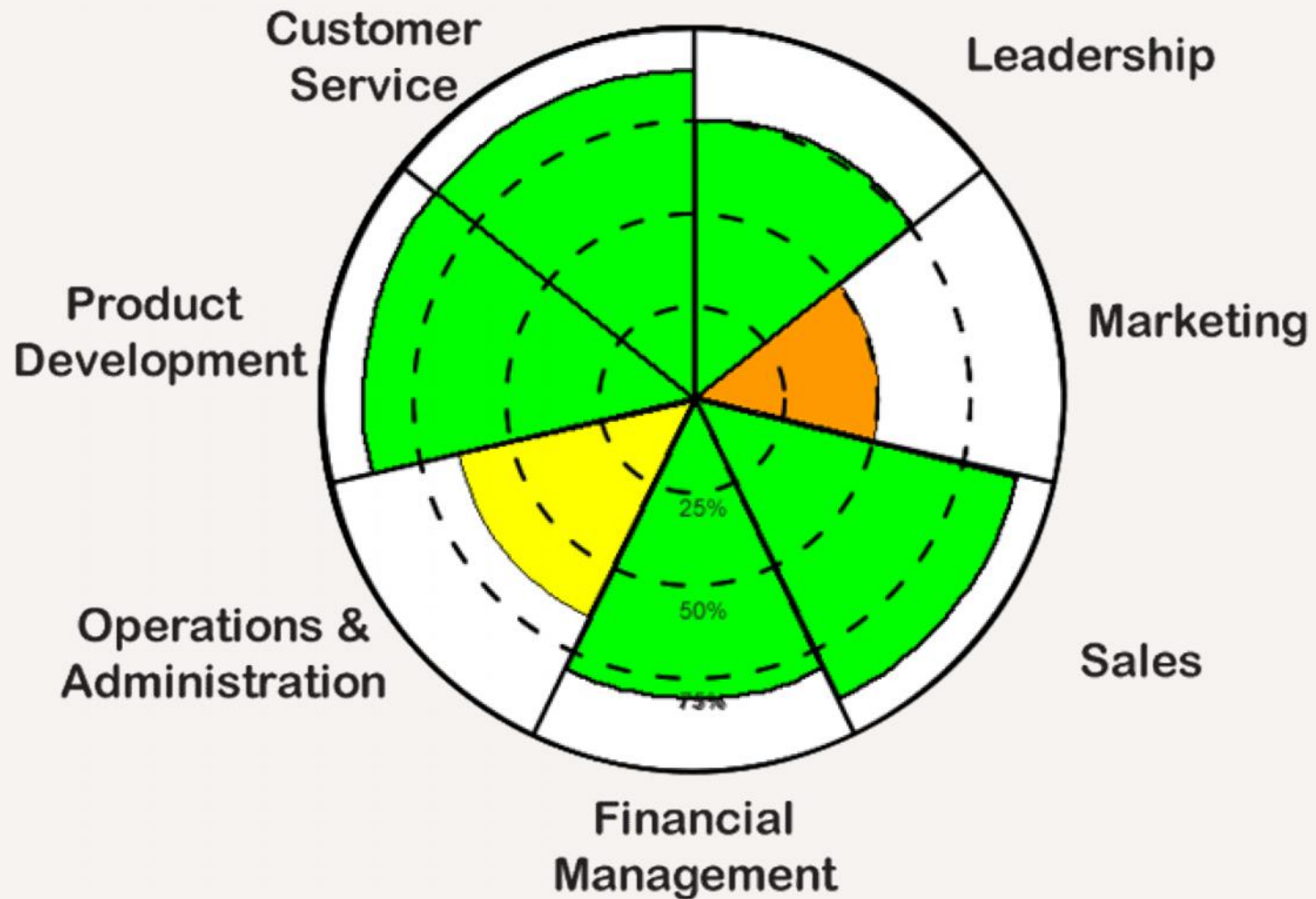
# A Sales Profile



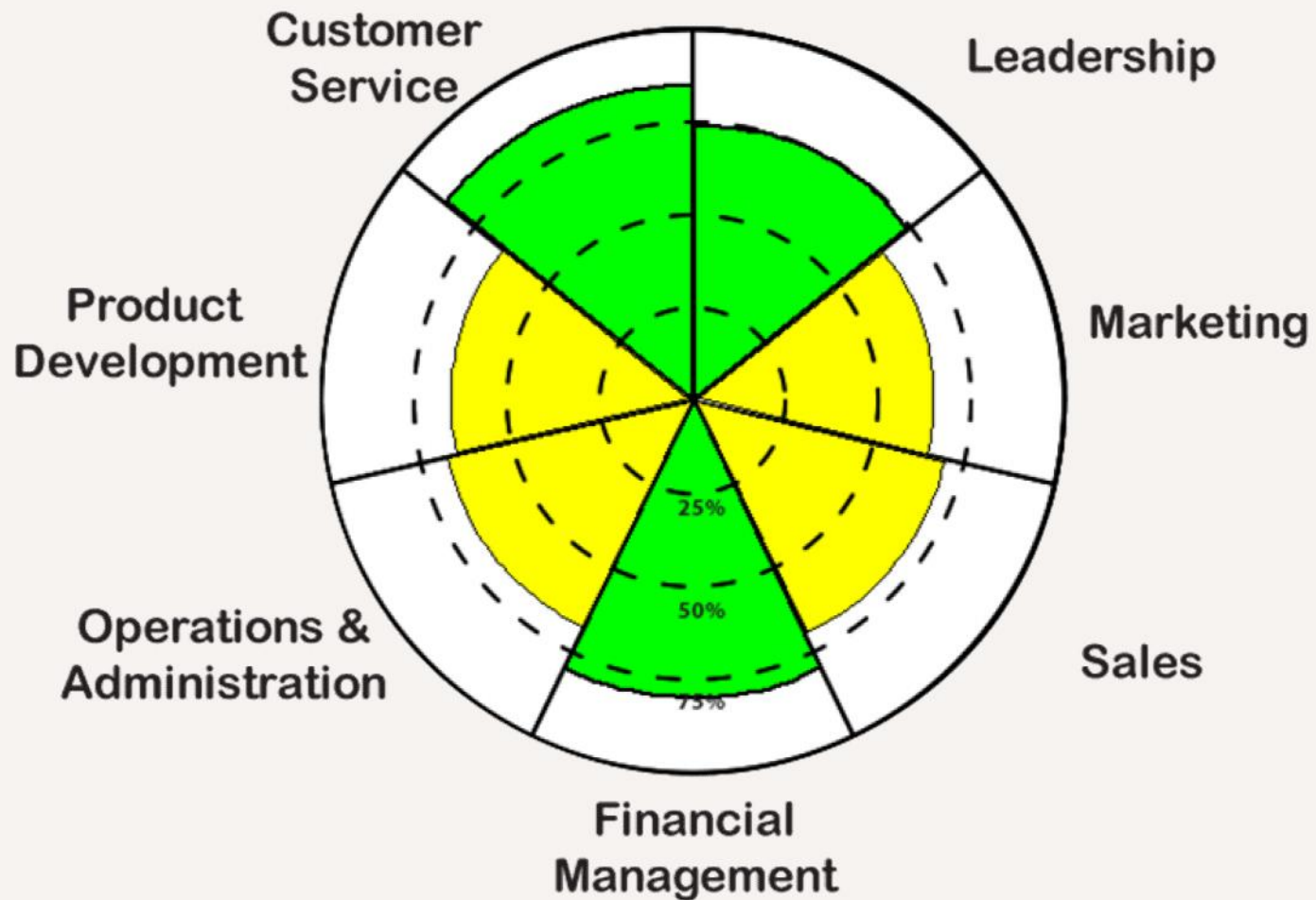
# Other Profile 1



# Other Profile 2



# Other Profile 3





# The Bottom Line

- Every business has gaps!
- Gaps need to be assessed periodically
- Your Business Foundation Profile will change over time
- There can be great value in closing your gaps!



# Agenda

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# Homework / Exercise

- Complete your own Business Foundation Profile
- Prioritize the next steps chosen in each area
- If you need help or support, get a CEO coach



# Open Q & A – in a minute

- Comments and questions on the topic of the day
- Any other issues
- Tell me what your biggest “take-aways” are and what insights you gained from this presentation
- Tell me what you are going to focus on



# My Approach

- I love being a CEO Coach!
- I am passionate about getting you the support you need to make amazing progress in the next 90 days
- And provide the fundamental training that you need to avoid huge mistakes that will slow you down or shut you down over the long haul



# Call for Free 30 minute Strategy / Problem Solving Session!

- Agenda
  - Check in with your status
  - Solve a problem or choose a course of action
  - See if I can support you in some other way



# Next Office Hours: July 6th

- Topic is: The Pillars of Small Business Support
- Let me know what topics you would like for me to address: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)
- Do your homework!



# Open Q & A

- Comments & questions on the topic of the day
- Any other issues
- Your take-aways and insights
- Survey: [www.PaulsSurvey.com](http://www.PaulsSurvey.com)

Contact Me at [paul@paulhoyt.com](mailto:paul@paulhoyt.com)

call or text: 415.997.8001

[www.SchedulePaul.com](http://www.SchedulePaul.com)







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