

A 7 Step Process for a Business and Life Vision

The key to a successful business and life starts with a clear vision. If you find yourself currently experiencing chaos and overwhelm, this is an important piece of the solution. It is definitely where you need to start. Get very clear on the vision you have for your business and then implement!

Step 1 - Time Frame - Determine the time frame for the vision story. We suggest that somewhere between a 6 month to 6 year time frame works best. Too short and it is just a strategy. Too long and it will be tough to be tangible.

Step 2 - Freedom and Family - Decide exactly what you desire as far as your Family and your Freedom are concerned. This will incorporate the family vision and your lifestyle vision. Be specific. The business and life must support each other.

Step 3 - Financials - Write down the current financial results for Profit, Total Revenue and Total Expenses. Profit is NOT your Owner compensation. Profit is what is attainable after everything else is paid. Now write down what you desire your financial result to look like. Profit will fund your freedom in your vision.

Step 4 - Products and Services - What products or services is your business currently providing? What do you plan on providing in the future? Write them down.

Step 5 - People - Write down the current roles in the business. What roles will be needed in the future to support the new vision? Write down the roles only, not specific people or names.

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Step 6 - Clients and Customers - create a picture in your mind of the perfect or ideal client. What do they look like? Where are they located? What are their habits, patterns and needs? Create an avatar and write it down.

Step 7 - Culture - what do you see the culture looking like as the new vision is implemented? Is it different from today? Describe it as clearly as possible. How does it feel? What do the employees think about the culture? What do the clients and customers experience on account of the culture? Write it down.

Hopefully you can see that it is important to spend time thinking through these key steps, but also to write them down. Clarity comes through spending time with each of these 7 steps. Do not short cut these steps!

Once you have exhausted these steps, then the next important thing to do is implement. "Vision with our implementation is hallucination". It does no good at all to get clear on these things and then do nothing to transform your business to one of true freedom.

If you find you need more help or encouragement, please reach out to us as Gray Solutions, LLC and we will be glad to help. We have group coaching and one-on-one coaching and will notify you when spots are available. Go to our website at www.BusinessOwnerFreedom.com to contact us. You can sign up for a no cost 25 minute strategy call for more information.

