

B. Decide which will benefit your company the most. Go out and hire at least one top professional to help your company grow.

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3. List your players, their strengths and their weaknesses.

Players

1.

Strengths:

Weaknesses:

2.

Strengths:

Weaknesses:

3.

Strengths:

Weaknesses:

4.

Strengths:

Weaknesses:

5.

Strengths:

Weaknesses:

4. Design your offensive plays and strategy.

A. What kind of preparation and checklists do you use to ensure your offensive plays work?

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B. Where can you lose the most money the fastest?

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C. Where have you lost money?

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D. List the plays you need to write out, and make them a company standard.

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5. Design your defensive plays and strategy. What system do you follow when you want to protect your rights or when things aren't going your way?

6. Implement a training program with exercises and drills to improve people's skills.

A. Does your company train or practice? If so, what do you do?

B. Make a list of the top five things each position must do well to win your games.

Position 1

1)

2)

3)

4)

5)

Position 2

1)

2)

3)

4)

5)

Position 3

1)

2)

3)

4)

5)

Position 4

1)

2)

3)

4)

5)

Position 5

1)

2)

3)

4)

5)

- C. Implement a weekly twenty-minute training session for each department or crew. Pick one or two areas to review with the teams. Have the team practice on their own with input and coaching.

7. Develop an equipment inventory management system.

A. Make a complete list of all of your tools and equipment. Next to each piece, write out the condition, maintenance schedule and rental value. Assign someone in your company to be in charge of managing the process for you.

Tools

Condition

Maintenance Schedule

Rental Value

Equipment

Condition

Maintenance Schedule

Rental Value

8. Initiate business development plays.
 - A. Is your sales system to sell the most tickets and fill all your seats to the top?
 - B. Do you regularly contact your repeat and loyal customers and thank them for their business?
 - C. Do you have an ongoing program to reach out to potential customers and lure them into buying from you?
9. Track your financial plays and strategy. Get to know your numbers to have a clear knowledge of your financial score. Did your team win or lose?

Every day, ask yourself what decisions you need to make and how a coach should go about making the right decision.