



RIVERS OF CASH

Look for your rivers of cash. If some are streams should they be eliminated?

On your rivers, who is the captain? How are they doing? Who is maintaining the ship? Who is checking ahead to see if there are bends in the river or if it is widening or narrowing?

MANAGER VERSUS LEADER

For a good manager it costs one unit of effort to accomplish the task, but if the leader tried to accomplish the same thing it would cost them 5 times as much. Can the leader learn it, yes, does he/she have to do it, not really. The leader should do enough to understand what a good manager looks like so he/she can complement the manager, and so you can be discerning as well as not be held captive.

CEO SETS THE CLIMATE

You have tremendous influence. The CEO is the primary culture setter, however, one of the top five complaints from CEO's is they don't like the culture of their own company. If you feel the culture needs to be improved, take steps to change it.