

# LOVE BUSINESS: EMBRACE INNOVATION!

WEBINAR ENGAGEMENT

## What does the word 'Growth' mean to you?



The Four Pillars of Business are:

1. The Future
2. Money
3. People
4. Day-to-Day

How would you prioritize the Four Pillars of Business?

46% The Future (16)

40% People (14)

9% Day to day (3)

9% Money (3)

# What's your key learning from the webinar?

- Focus on people.
- Love your business.
- Think about the 4 pillars as interconnected and focus on two areas.
- Prioritize the 4 pillars of business.
- Work on only one or two things at a time.
- Define for yourself what growth is and have a vision to get there.
- Sustainability.
- Putting in the time to build your business with love.
- Get clear on what you want and focus on the context.
- Make time to work on your business, rather than in your business.
- Working on business and be focused.
- Treat the working on the business as a holiday.
- Drill down on the future.
- Build a better engine or go at top speed. Not both at the same time.
- Stand back and assess where you are and where you want to be.
- Visual aids for growth focus.
- Do more 1-2-1 coaching within the business.
- Be clear whether you're putting your foot down on the accelerator (= increasing revenues) or investing in bigger engine (= more resources).
- Clarity of purpose.
- Make time to think about capacity.
- Getting help earlier can free up time for growth.

# What's one action you're going to do from today?

- Make fast choices.
- Discuss with my team about what growth means to them so we can get on the same page.
- Book my time every week to work on my business.
- Introduce the 4 pillars in my business and daily work.
- Start using a contextual calendar again.
- Focus based on a plan.
- Step back and plan properly.
- Clarify the vision for my business.
- Focus on one thing that will help my business.
- Book time to work ON business.
- Draw a physical plan and put it on the wall.
- Refocus and crystalize forward vision.
- Think on how I see my future - from there I can make plans.
- Define growth in the business and how we're going to get there.
- Get on with doing what I am good at.
- Find more resources.
- Reach out to 'bigger players'.
- Refine what "acceleration" involves.
- Review my brands purpose and ensure it lives in my everyday engagement.
- Going to look at ways to get more resources rather than a bigger engine.
- Try to understand if the two strategies for capacity are mutually exclusive or not.