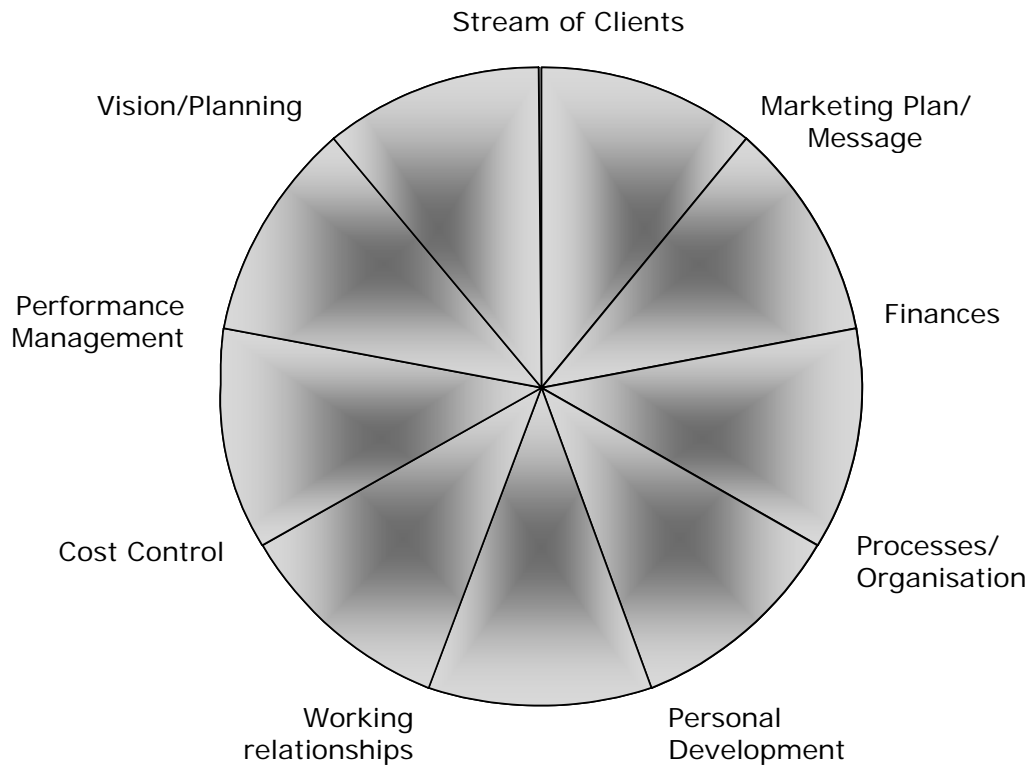


THE WHEEL-OF-BUSINESS

- 1) Take 5-10 minutes and think about the different areas of your business. The wheel's categories below are examples of areas often selected but you can adapt the wheel to suit your particular circumstances.
- 2) Ask yourself how well are you doing in these areas; 0 being absolutely dire, 10 being superb. Be completely honest with yourself.
NB: The very centre of the wheel represents 0 and the circumference represents 10.



- 3) Connecting the individual points, how does your business wheel look like? If the wheels on your car were the same shape, how smooth would the ride be?
- 4) Looking at the above, which areas do you want to work on in order to become more effective? (Please formulate goals using the SMART* principle)

- a. _____
- b. _____
- c. _____
- d. _____

*Specific, Measurable, Agreed, Realistic, Time phased

