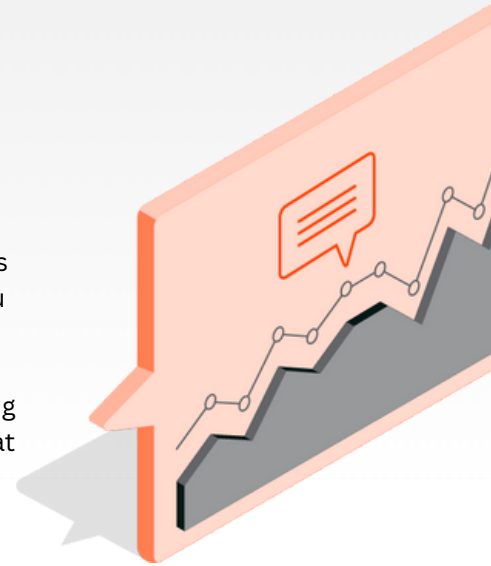


Mastering the Art of Results



Unlocking Potential with the CONDOR Approach Cheat Sheet

Unlock the secrets to business success with our CONDOR Method Cheat Sheet—a powerful tool designed to help you navigate the path to growth and profitability. This one-page summary encapsulates the essence of the CONDOR Method, providing you with a quick reference guide to revolutionize your business strategy. Discover the capabilities that set you apart, define clear outcomes aligned with your vision, optimize revenue streams, diagnose your business effectively, focus on the One Thing that matters most, and continuously review and improve your results. With this Cheat Sheet in hand, you'll have a powerful resource to drive your business forward and achieve unparalleled success. Get ready to soar to new heights with the CONDOR Method Cheat Sheet!



Capability

This involves assessing and understanding the existing capabilities and assets within your business. It explores the resources, skills, and strengths that can be leveraged for success.

1. What are the core strengths and competencies of your business?
2. How can you leverage your existing resources to gain a competitive advantage?
3. What's worked in the past?
4. Are there any untapped opportunities within your current capabilities?
5. How can you align your capabilities with market demands and customer needs?

Outcome

The specific outcome refers to defining and clarifying the desired result or goal that you want to achieve in your business. It focuses on identifying the specific objectives that will drive your growth and success.

1. What does good look like?
2. What specific objectives do you want to accomplish in your business?
3. How will you measure success in achieving your desired outcomes?
4. What is the timeline for achieving your desired results?
5. How will achieving these outcomes impact your business growth and profitability?

Numbers

Numbers involves analysing the financial and performance metrics of your business to determine what is generating revenue and what is not. It helps you identify the key drivers of profitability and make data-driven decisions.

1. What is the one number that will let us know we've got to our specific outcome?
2. What are the drivers of that number?
3. Which driver has the biggest impact on the one number?

Diagnose

Diagnose involves conducting a comprehensive assessment of your business, including its processes, systems, and market positioning. It aims to identify areas of improvement and uncover any obstacles or inefficiencies that may be hindering growth.

1. What is getting in the way of achieving the one number?
2. What activity has worked in the past that drove this number?
3. How saleable is that activity?
4. What activities are we doing that don't drive the one number? How do we stop doing these?

One Thing

The One Thing refers to selecting a single, focused course of action that will have the most significant impact on your business growth. It helps eliminate distractions and ensures that your efforts are concentrated on the most critical area for improvement.

1. Which action or initiative will have the most significant impact on your desired outcomes?
2. How can you prioritize and allocate resources to ensure focus on the One Thing?
3. Are there any potential distractions or competing priorities that need to be eliminated?
4. What steps can you take to ensure consistent progress towards your One Thing?

Review, Results & Repeat

This component emphasises the importance of continuously reviewing the results of your actions, measuring progress, and making adjustments as necessary. It establishes a cyclical process of learning, refining, and repeating the strategies that yield positive outcomes.

1. What lead indicators should you track to measure progress?
2. How do we assess results?
3. Are there any adjustments or refinements needed based on the results achieved?
4. Do we continue with this activity or what lessons do we incorporate into the next One Thing

WARNING

This framework only works if you take action!

And it works best when you have fresh eyes and expertise looking at your business, and you have someone to work with you as an accountability partner. Don't miss out on the opportunity to leverage the power of the **CONDOR Method**. Book a call today and let's unlock your business's full potential. Together, we'll implement a tailored growth strategy and ensure your success every step of the way.



Book a Call