CHAPTER ONE WORKSHEET

Grow Is Not a Number

One sitting, twenty minutes, and do not open any software.

Name _____ Date _____

1 **Write what you want, in the words you would actually say out loud.**

WHAT I WANT, IN MY OWN WORDS

2 **Write down the six things it could mean, one line each, against the five stages.**

Steps two to five all go in the table under step five.

3 **Against each, write the number you would need to know whether it is true.**

4 **Mark each one: I have this, I could get this, or nobody here knows.**

5 **Now write what you would do differently if each turned out to be the weak one.**

What it could mean	Name of the number that would settle it	Have	Could get	Nobody knows	If this were the weak one, I would
More people asking		☐	☐	☐	
More of them getting through		☐	☐	☐	
More of those reaching a decision		☐	☐	☐	
Better work at better value		☐	☐	☐	
More capacity to deliver it		☐	☐	☐	
More from the customers you already have		☐	☐	☐	
		☐	☐	☐	
		☐	☐	☐	

WHAT SURVIVES: MY QUESTION