

8 GROWTH POINTS

If you don't know why something is working when it is working, you won't know how to fix it when it's broken.

Orchestrate and evaluation everything. It answers the question, "This is how we do it." If you evaluate but don't orchestrate, you have unpredictability. If you orchestrate without evaluation, you don't get better. ~ Craig Groeschel.

The 8 Growth Points:

1. The _____ must grow.
2. The _____ must grow.
3. The _____ must grow.
4. The _____ must grow.
5. The _____ must grow.
6. The _____ must grow.
7. The _____ must grow.
8. The _____ must grow.

► EVALUATE

Regularly evaluate your organization or department under the microscope of these 8 growth points and do 2 things:

1. Identify your _____ link. Focus on one at a time.
2. Identify your organizational _____ and plan accordingly.
 - A. Identifying your _____ “numerical growth seasons.”
 - B. Identify your _____ “numerical growth season” and focus on it.

► DISCUSSION QUESTIONS

1. Out of the 8 Growth points, which is your weakest link right now?
2. Is this the right season to focus on this point? If not, what is your next weakest? Continue this process until your weak link and your season match. Remember, some growth points will affect others. Creating a healthy culture will grow your team and increase your numbers, so dig into the root of the problem and not just the symptom.
3. Define three action steps to grow in your chosen growth point.