



GARAGE DOOR

FREEDOM

Temperature Check

**“If you delegate tasks, you create
followers.”**

**If you delegate
authority, You create leaders.”**

Today's Topics

Day to Day Grind

Assess the Team

Influence the Culture

Matching Goals

Summary

Q&A

Day to Day Grind

1. Be present where you are
2. Set time to be in your business
3. Designated time based on priority
4. Stick to the plan

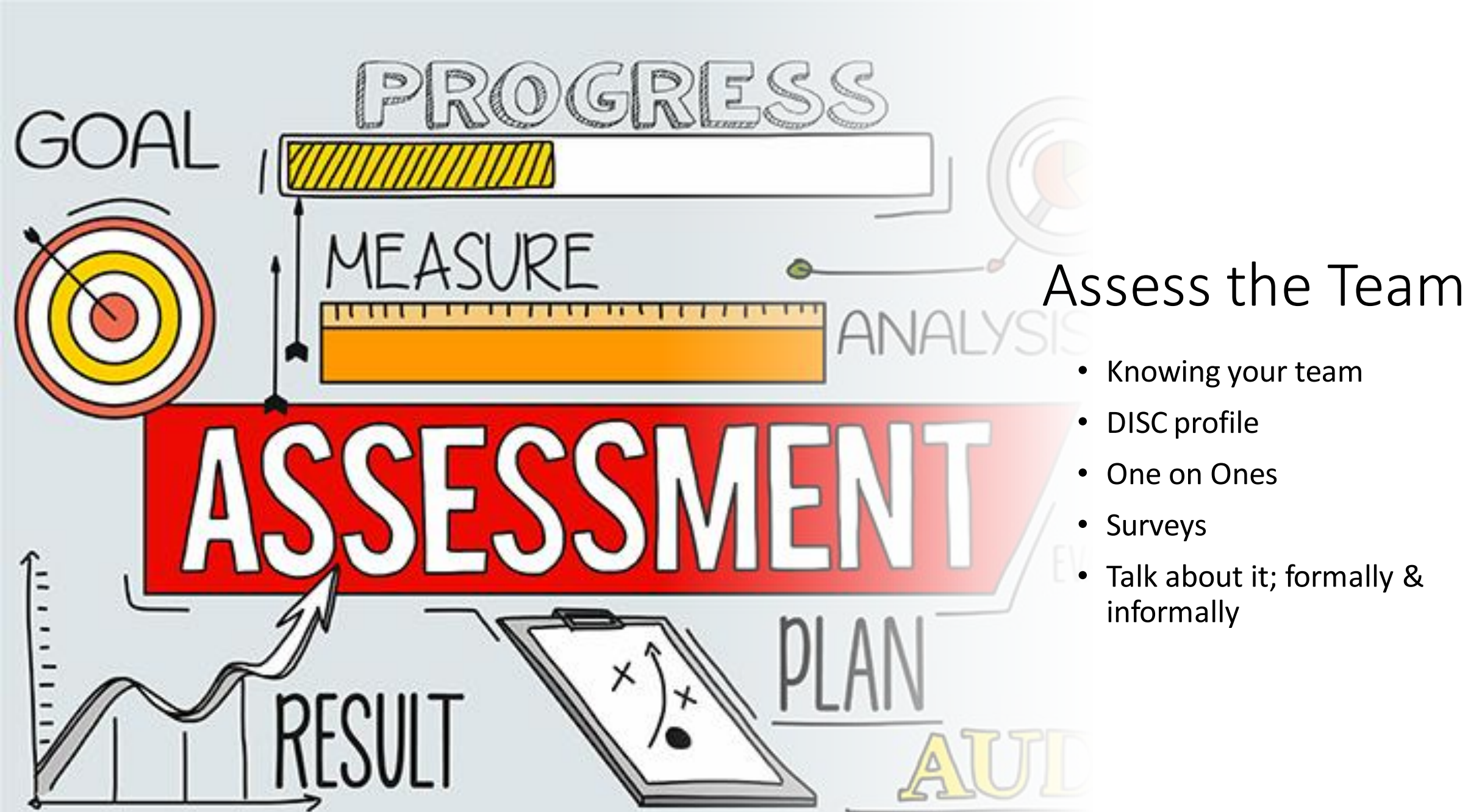
(G) get

(R) ready

(I) it's a

(N) new

(D) day



Assess the Team

- Knowing your team
- DISC profile
- One on Ones
- Surveys
- Talk about it; formally & informally



- Culture Change
- Learning should be part of the day to day
- Comfortable being Uncomfortable
- Create Buy In
- Combat Complacency

Matching Goals



- Ensure your team members have individualized goals
- Business Goals
- Training isn't a punishment
- Matching them!

Quick Math...



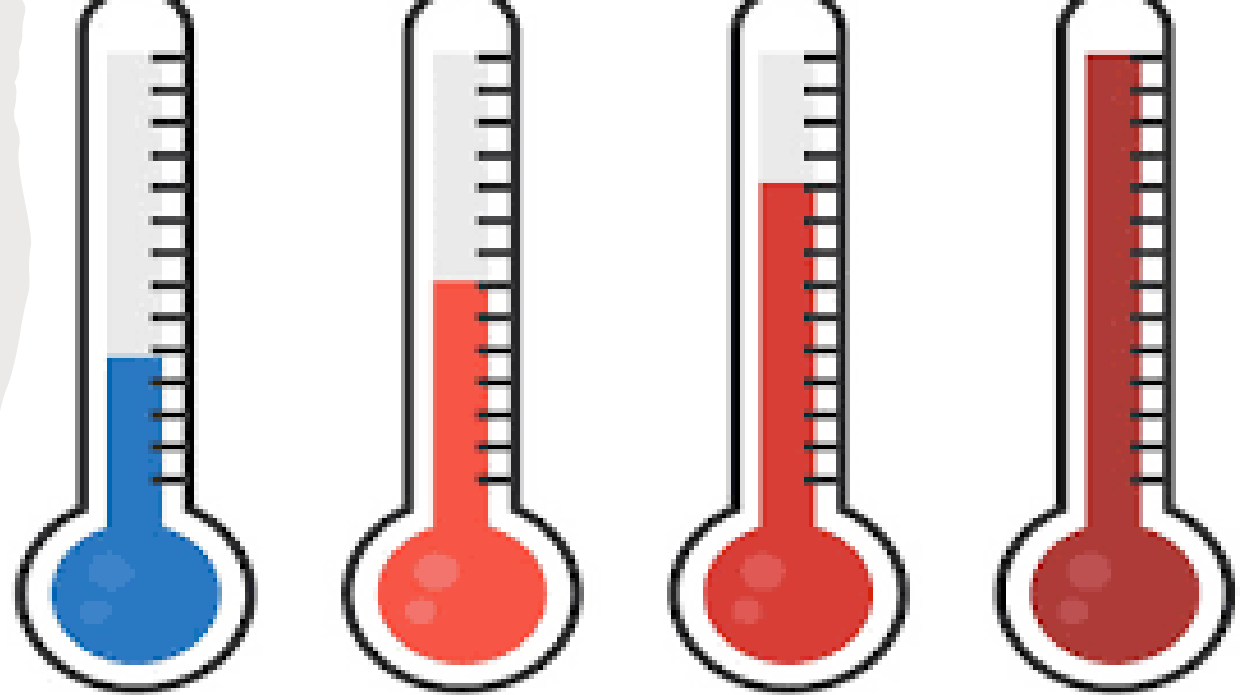
Business Goal of \$1M in 2024 with 5 technicians...

- $\$1\text{M}/12 \text{ months} = \$83,333.33$ revenue
- $\$83,333.33/5 \text{ techs} = \$16,666.66$ per tech per month
- $\$16,666.66/4 \text{ weeks a month} = \$4,166.66$ per week
- $\$4,166.66/5 \text{ days of work per week} = \833 revenue goal per day per tech

Does each tech know their daily goal is at least \$833?

Temperature Check...

- Know your team
- Make sure to stay on the same page with goals
- Talk to your team
- What's next





QUESTIONS?