# FROM SCRAPPY TO STRATEGIC

Systematizing Your Small Business for ***Sustainable Growth***

*Jesse Favre, MSW, MBA*

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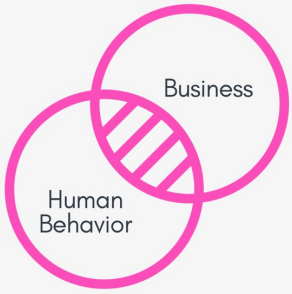


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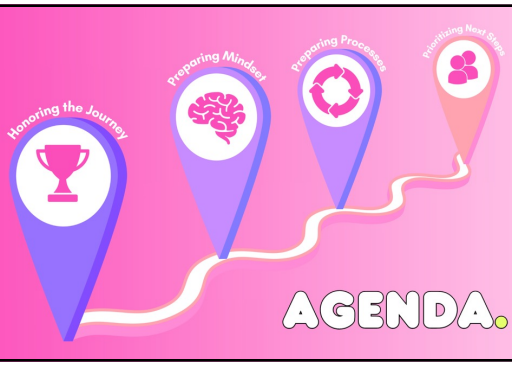


## AGENDA.

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# HONORING THE JOURNEY

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Fire hazard

Laundry machine

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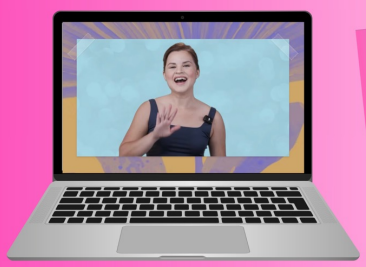

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## SCRAPPY HALL OF FAME

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"What got you **here** won't get you **there**."
— *Marshall Goldsmith*

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# PREPARING YOUR MINDSET

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## THOUGHTS-TO-RESULTS LOOP

Thoughts → Beliefs → Actions → Results

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## SCRAPPY MINDSET

| Thoughts | Beliefs | Actions | Results |
|---|---|---|---|
| *"I have to do everything myself."* | *"Otherwise, it won't be done right."* | Lack of delegation | • Burnout<br>• Bottlenecks<br>• Lack of scalability |

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## STRATEGIC MINDSET

| Thoughts | Beliefs | Actions | Results |
|---|---|---|---|
| *"I have to build a team that can execute."* | *"Trusting my team is how we scale."* | • Hire strong team<br>• Clarify roles<br>• Delegate<br>• Provide feedback | • Company scales<br>• Your time freed up<br>• Sustainability |

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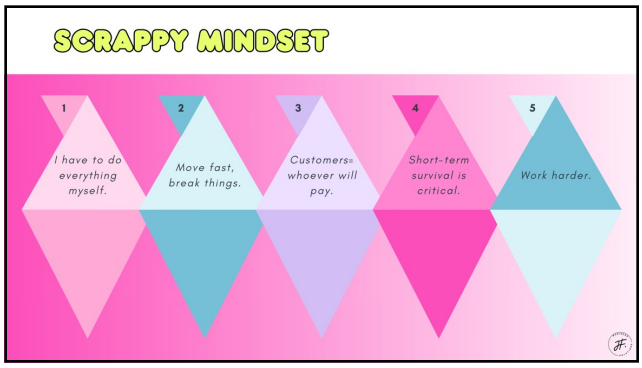


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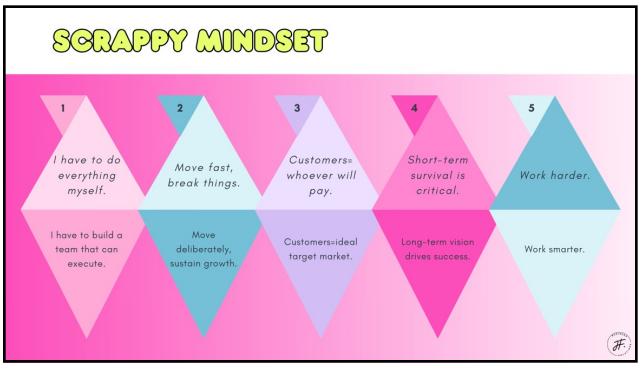


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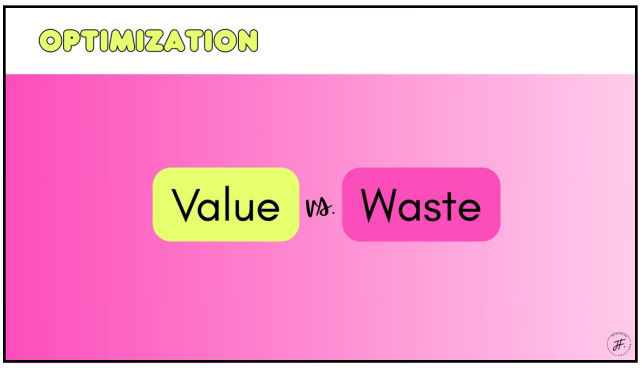


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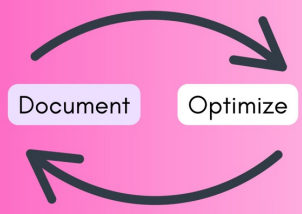
## WRITE, REFINE, REPEAT

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## WHY DOCUMENT?

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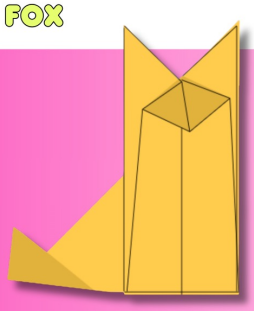
## ORIGAMI FOX



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# LET'S GO!

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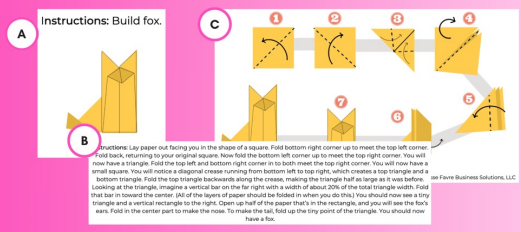
## "YOU ONLY GET WHAT YOU GIVE"

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## DOCUMENTATION TYPES

*Toolkit*

- Process Maps
- Swimlane Diagrams
- Reliable Methods
- Standardized Work
- Decision Trees

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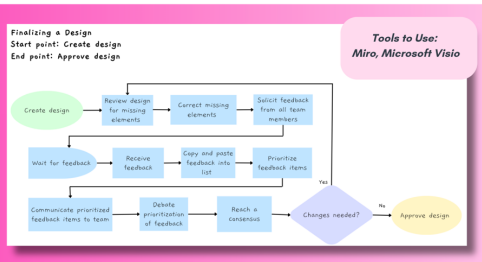
## PROCESS MAPS

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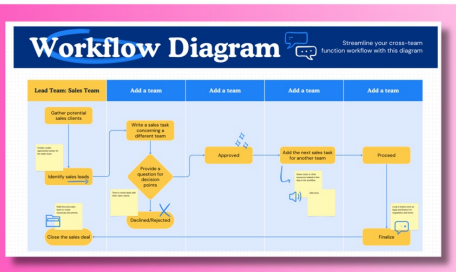
## SWIMLANES

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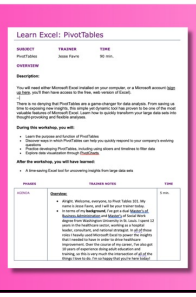
## RELIABLE METHODS + STANDARDIZED WORK ⏰




**Level of Detail=**

*Strategic Decision*

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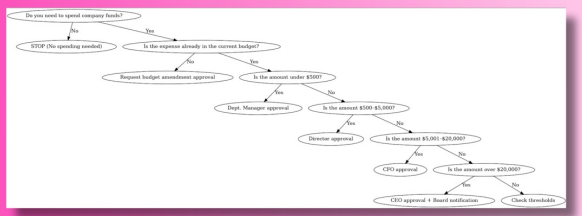
## DECISION TREES

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## DOCUMENTATION TYPES

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## PRIORITIZING NEXT STEPS

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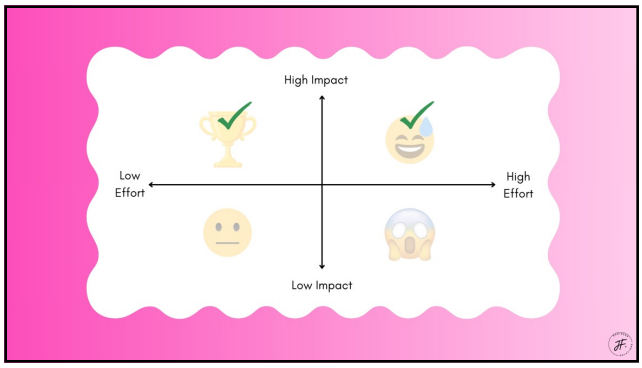


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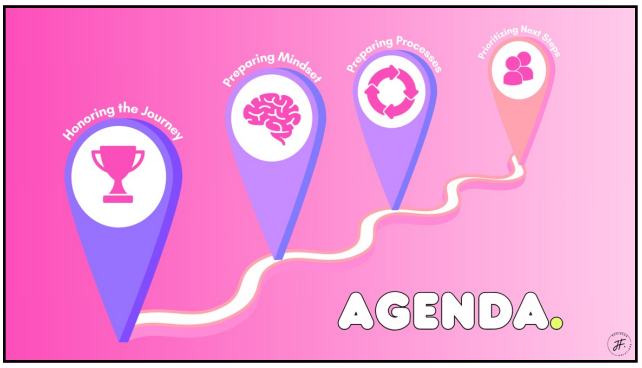


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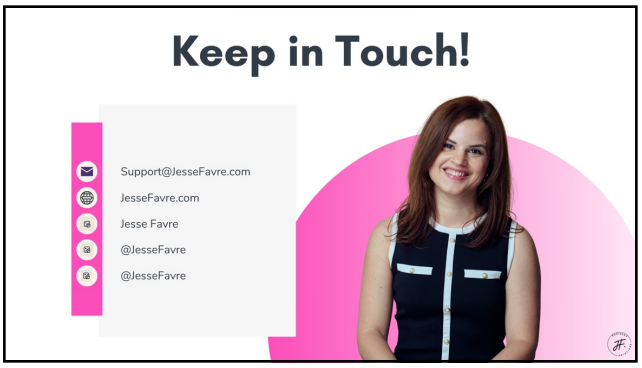


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