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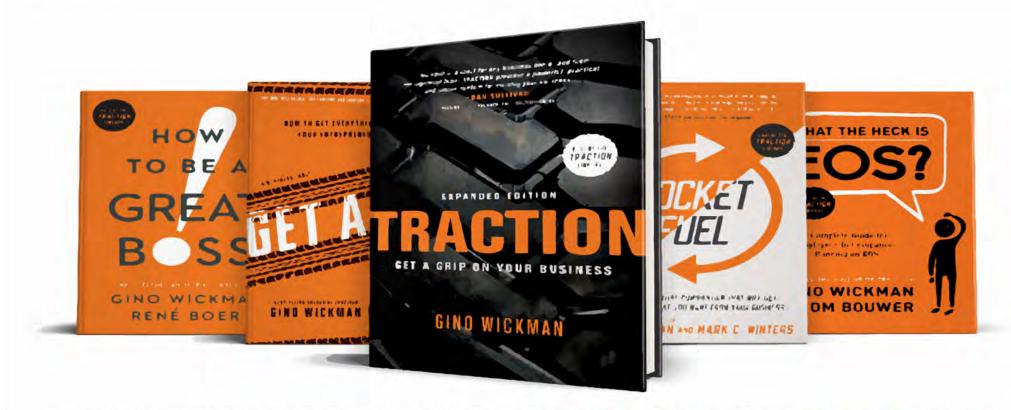
JANECLARK
WEST COAST CHAMBER
HOLLAND, MI





## THE CHALLENGES

"What if I told you that by reading this book and applying its core principles, you could eliminate all of your business-related frustrations? That you could have great employees at all levels who share your vision, communicate with each other, solve their own problems, and demonstrate accountability? That your organization could not only run seamlessly, but also have the potential to scale up as large as you see fit?" - GINOWICKMAN



**FUNDAMENTAL SKILLS & TOOLS** 



THE GUIDE





THE SEGUE







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**CORE VALUES** 

It's All About You Contagious Energy with a Positive Attitude

Learn, Innovate, Share

Think Big, Be Great Deliver Remarkable Experiences

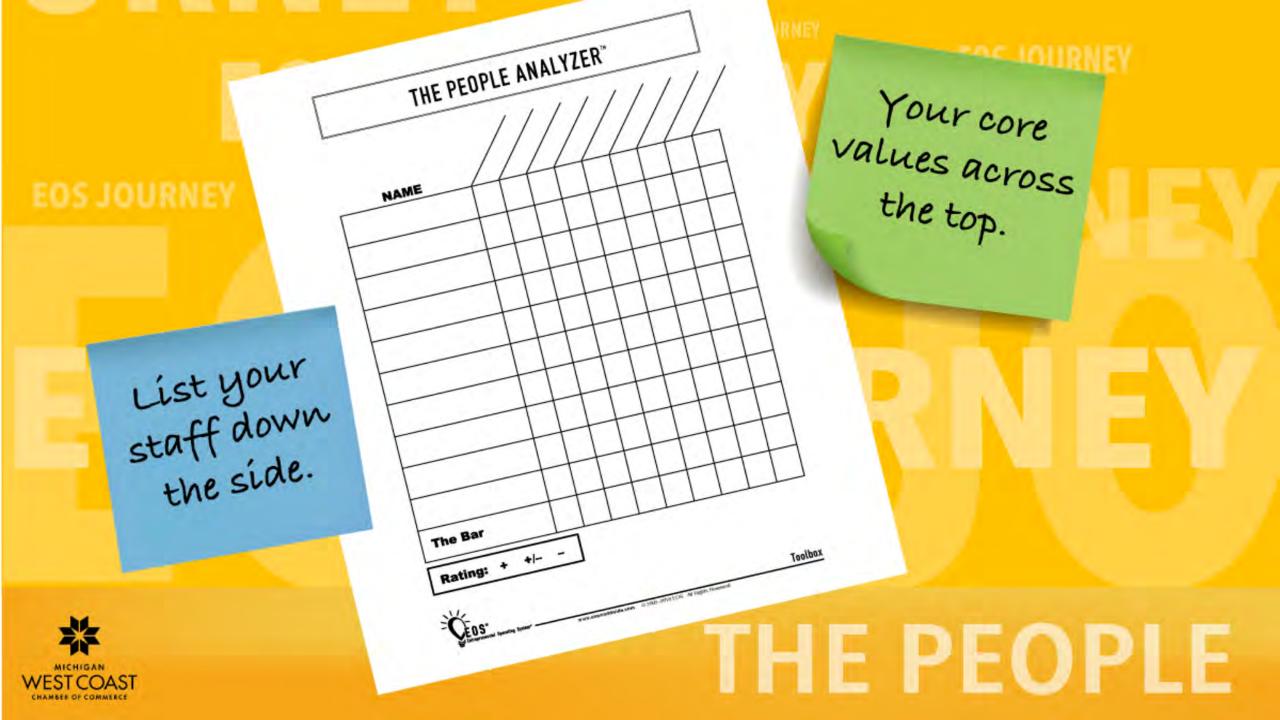


**CORE VALUES** 





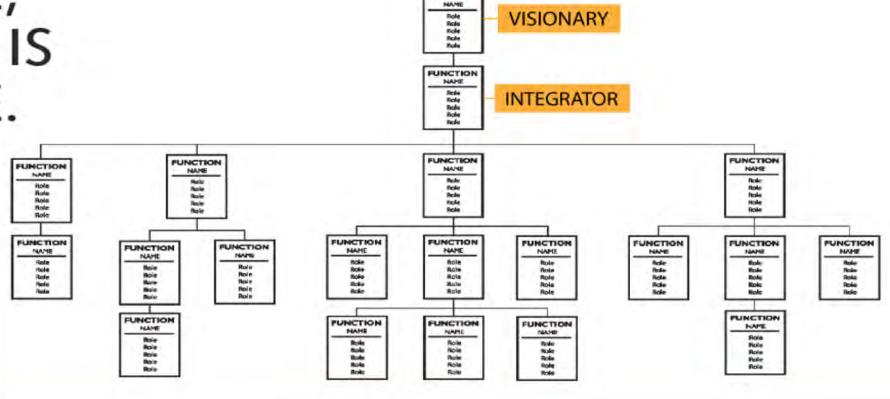
## THE PEOPLE



#### THE ACCOUNTABILITY CHART

FUNCTION

IF EVERYONE IS ACCOUNTABLE, THEN NO ONE IS ACCOUNTABLE.





## THE PEOPLE





THE TOOLS

WHAT MAKES A GOAL SMART?

# SIMART

SPECIFIC. MEASURABLE. ACHIEVABLE. RELEVANT. TIME-BOUND

Precise and written simplistically Challenging but reachable

Must have a timelne for completon

Ability to use data to determine success

Important to you, your team and company



THE TOOLS

	Sheet
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	COMPANY ROCKS  is monthly financial statement (including Balance Sheet and P&L) is published "memo to file" has been scheduled, a "memo to file" has with our CPA firm and Exec committee has been made since September 1, and all with our CPA firm and Exec committee has been made since September 1, and all with our CPA firm and Exec committee has been made since September 1, and all with our CPA firm and Exec committee has been made since September 1, and all with our CPA firm and Exec committee has been made since September 1, and all with our CPA firm and Exec committee has been made since September 1.
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- been prepared to outline the financial process improvements that have bet through April 30th, a meeting with our CPA firm a Financial Processes: Su
- Current illiancial statement processes are uccumented.

  2018-19 Budget: Start the creation of the 2018-19 budget utilizing appropriate staff input and 2017-18 data.

  2018-19 Budget: Start the creation of the 2018-19 budget utilizing appropriate staff input and 2017-18 data. Success is first draft of budget is created and shared with the Executive Committee on June 11. Membership Development: Create and implement a sales plan to ensure we meet or exceed our monthly Miembership Development. Oreate and implement a sales plan to ensure we meet of exceed our months for membership goal. Success is a refined prospect list or group of prospects lists and a documented plan for membership goal. Success is a refined prospect list or group of prospects lists and a documented plan for members and our Ambassador Team to require nour members and our memb membership your. Success is a relined prospect list or group or prospects lists and a documented plan for maximizing the involvement of our Board members and our Ambassador Team to recruit new members. To be proceeded at the Executive Committee meeting on May 14, 2019.
  - presented at the Executive Committee meeting on May 14, 2018.







WHO

Jane

Jodi

Britt



THE TOOLS







MICHIGAN
WEST COAST
CHAMBER OF COMMERCE

RATE 0 - 10



## Visit us! Come take a West Coast Chamber Culture Tour.

Presentation slides and EOS/Traction information available at westcoastchamber.org.

### CONTINUE THE CONVERSATION



## Jane Clark jane@westcoastchamber.org



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### CONTINUE THE CONVERSATION