

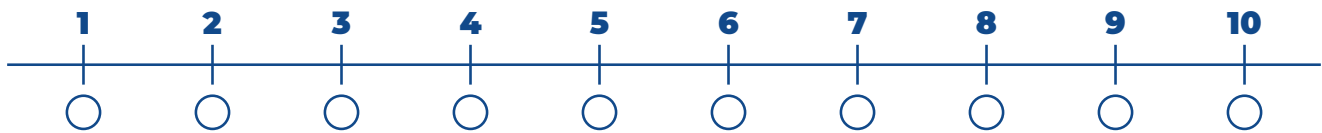


CONTINUED SUCCESS

SCORECARD

Rate your team or organization's current ability to follow these best practices to drive continued success on a scale of 1 (very low ability) to 10 (Excellent ability). Then list strengths and improvement opportunities for each.

Let purpose and values take center stage.



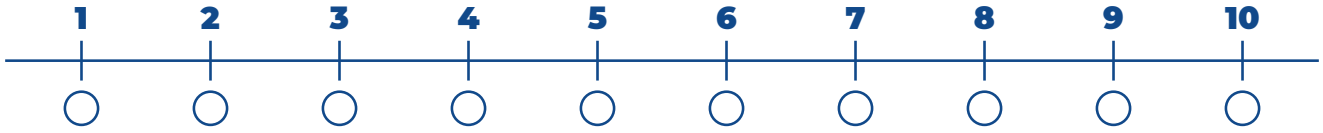
Strengths for this best practice:

Improvement opportunities for this best practice:



CONTINUED SUCCESS

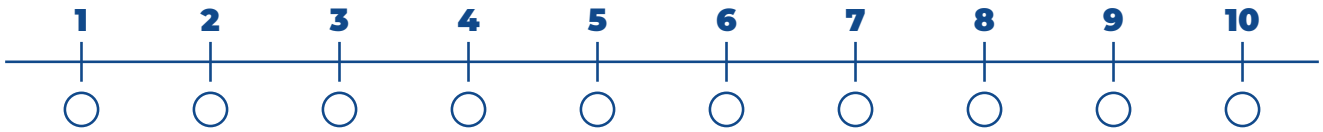
Communicate, Communicate, Communicate.



Strengths for this best practice:

Improvement opportunities for this best practice:

Keep Values In Mind When You Hire

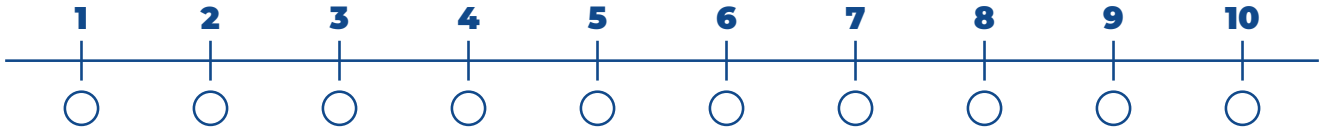


Strengths for this best practice:

Improvement opportunities for this best practice:

CONTINUED SUCCESS

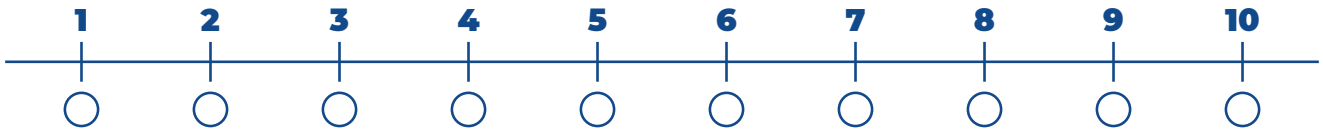
Don't Let Poor Hiring Decisions Fester



Strengths for this best practice:

Improvement opportunities for this best practice:

Incorporate Your Organization's Values Into Your Sales and Service Processes

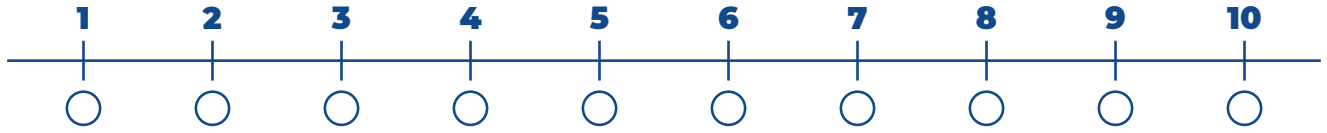


Strengths for this best practice:

Improvement opportunities for this best practice:

CONTINUED SUCCESS

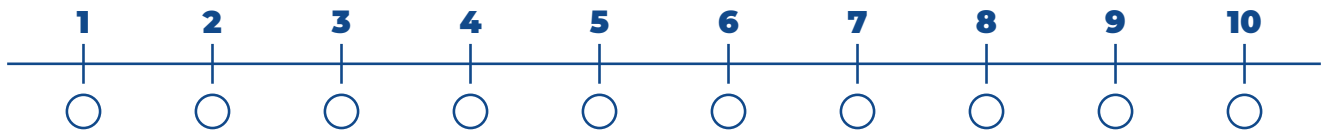
Train Your Managers on How to Sustain Culture



Strengths for this best practice:

Improvement opportunities for this best practice:

Train Your Field Employees

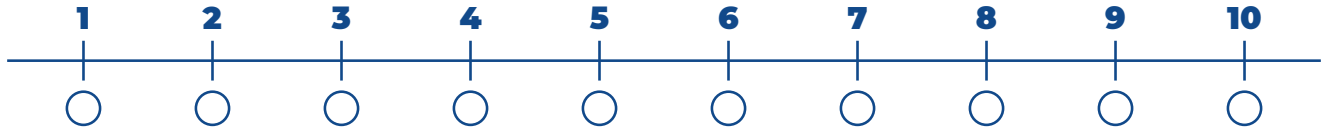


Strengths for this best practice:

Improvement opportunities for this best practice:

CONTINUED SUCCESS

Involve Employees at All Levels in Reinforcing Your Culture



Strengths for this best practice:

Improvement opportunities for this best practice: