

PRESENTER **Torlando Hakes**, Color Theory

Pre-Class Worksheet

1. What is your personal mission statement?
2. What is your current company mission statement?
3. Thinking about your favorite employees of all time, what character traits did they all have in common?
4. What actions are mission critical for your employees in the current roles you have in your company?
5. What responsibilities do you wish you didn't have as owner?
6. What is your absolute favorite part of your job?
7. Is there any role or responsibility that you currently have that you cannot figure out how to delegate?

- 8.** How is your team currently organized? Write down the names of each person in each role.
- 9.** How is job information relayed to your team?
- 10.** How do you manage your production schedule right now?
- 11.** How do you solve problems such as customer complaints or issues with the estimate?
- 12.** Are you scheduling the jobs or are you scheduling revenue?
- 13.** Does your current cash flow situation make you confident or nervous?
- 14.** Do you feel like you have a solid understanding on the difference between profit and cash flow?