



FRAMEWORK

FOUNDATIONS

STEP 13
Business Planning

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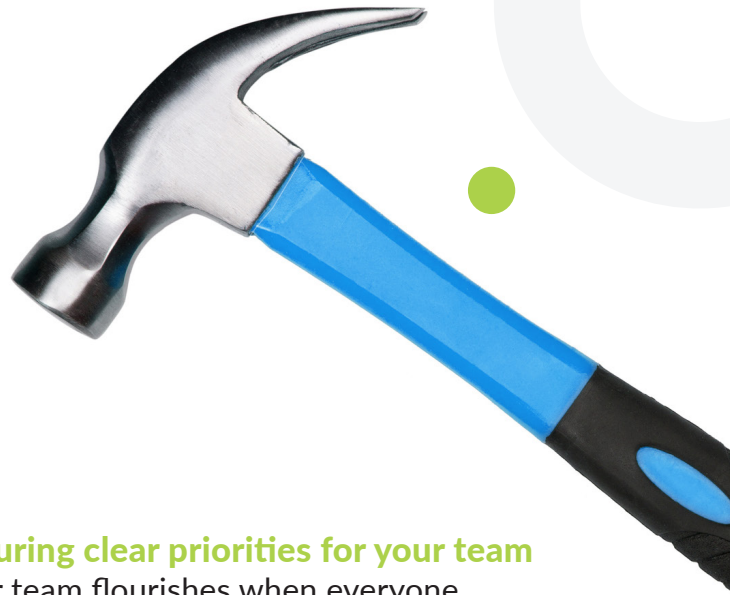
Welcome to the business planning guide that will help you turn your ideas into a practical action plan. We will assist you in understanding the difference between using tools and possessing a builder's mindset when it comes to growing your business. Having a plan is like owning a compass that points you in the right direction. Learning the steps to implement your business plan makes it easier to actualize your visions and maintain organizational efficiency.

Now, let us examine the fundamental elements that underpin business success. It all commences with the process of business planning – the process resembles the establishment of a robust foundation. You craft a plan that aligns with your objectives and, crucially, take strides to show it.



USING TOOLS VS. BEING A BUILDER

Although tools are essential, becoming a builder is vital. Imagine building a house: without knowing how to create a blueprint, you can't construct it. Conversely, a skilled builder with basic tools can create wonders. Combining both wields absolute power, yet honing your building skills is crucial.



Starting point for business success

Business triumph starts with a robust plan. It's your roadmap to navigate challenges and seize opportunities, setting the foundation for growth.

Ensuring clear priorities for your team

Your team flourishes when everyone shares a clear vision. A business plan is a beacon, ensuring everyone's efforts harmonize toward common goals.

Turning your vision into an actionable plan

By outlining concrete steps, your dreams become a reality. A well-crafted plan makes aspirations achievable and guides you forward.

Framework for discipline in your company

A plan instills discipline. It fosters a structured approach to decision-making, resource allocation and execution, driving your company's operations.

Aligning your actions with goals

Your plan ensures that every action taken aligns with your larger objectives. This synergy accelerates progress and minimizes distractions.

Success in business starts with the business planning process

Achieving business success begins with a meticulously crafted plan. It is not about the plan but the skill to execute it. Infusing your business with a thoughtful plan and the accountability to implement it paves the way for sustainable growth and scalability.

ASK YOURSELF

DO YOU HAVE A CURRENT BUSINESS PLAN?

Evaluate if you currently have a comprehensive business plan in place. A well-defined plan is a compass that directs your business journey.

DOES YOUR PLAN GUIDE YOUR PRIORITIES AND ACTIONS?

Consider whether your plan is a guiding light, ensuring your daily actions align with your long-term goals.

DO YOU HAVE A PROCESS TO IMPLEMENT YOUR PLAN?

Reflect on your approach to implementing your business plan. Ensure there's a process to keep the plan in motion without backtracking.

IS IT AN ACTIONABLE BUSINESS PLAN?

An actionable business plan means not just having a plan but also executing it. Take steps to put your plan into action and have a system in place to maintain alignment with it.

TOP EXCUSES

I AM ALREADY WORKING AS HARD AS I CAN!

Recognize that hard work alone is not enough; strategic work is what propels growth. A plan channels your efforts efficiently.

I AM BURIED WITH REACTIVE WORK.

While reactive tasks are essential, a plan helps you balance reactive and proactive work, fostering long-term success.

I DON'T HAVE THE TIME OR RESOURCES TO ACT ON MY PLAN.


Investing time in planning saves time in execution. Proper planning minimizes wasted effort.

I AM OVERWHELMED.

A plan breaks overwhelming goals into manageable steps, providing a structured path forward.

MY COMPANY IS SMALL AND DOES NOT NEED A WRITTEN PLAN.

Every business benefits from a plan. It's your roadmap to expansion, regardless of size.



When you create a plan using the tools and concepts provided, your immediate tasks might remain the same, but your perspective shifts. Your focus transitions from reactive tasks to proactive strategies, marking the crucial first step toward propelling your business forward.

VISION, TARGET, PLAN, ACTION

THE TRUMETHODS LIFE AND BUSINESS PLANNING PROCESS

VISION - 10 YEARS

Your vision extends a decade ahead, encompassing how you envision your life and its priorities. Assign a value to this vision and translate it into your business requirements and key drivers. Establish clear goals that align with this long-term vision.

TARGET - 3 YEARS

Narrow down your long-term vision into a three-year target. These tangible milestones bridge the gap between your vision and immediate plans.

PLAN - 1 YEAR

Condense your three-year targets into a one-year plan. This yearly plan is the stepping stone that transforms your medium-term goals into actionable steps.

ACTION - 1 QUARTER

Break down your one-year plan into bite-sized quarterly action plans. These focused plans guide your short-term actions, keeping you on track to meet your yearly objectives.



SUCCESS RHYTHM: **DISCIPLINE**

What are your annual activities?

Identify the recurring activities that are crucial for your business annually. These set the foundation for your long-term progress.

Quarterly activities

Pinpoint the activities to accomplish within each quarter. These tasks drive your progress toward your annual goals.

Monthly activities

Define the monthly activities that contribute to your quarterly achievements. These tasks keep the momentum going.

Weekly activities

Break your monthly activities into manageable weekly tasks. Weekly activities maintain consistency in your progress.

Daily activities

Translate your weekly tasks into daily activities. These daily efforts cumulatively lead to the accomplishment of your larger goals.



SUMMARY

We explored how business planning transforms ideas into an actionable plan, showing how important it is for success. Now you know that good planning plays a big part in achieving business goals. Aiming higher and using a well-made plan puts you on track to do even better.

TruMethods is with you on this journey, giving you the tools and ideas to make your business planning work. With a solid commitment to turning your ideas into actions, you'll be ready for any challenges.

Going from having views to making things happen has been satisfying. Now, with what you have learned and the things you have, you can move ahead confidently, making success happen. However, your business journey is not over; instead, it is a constant cycle of growth that comes from good planning and the strong desire to reach new heights.

