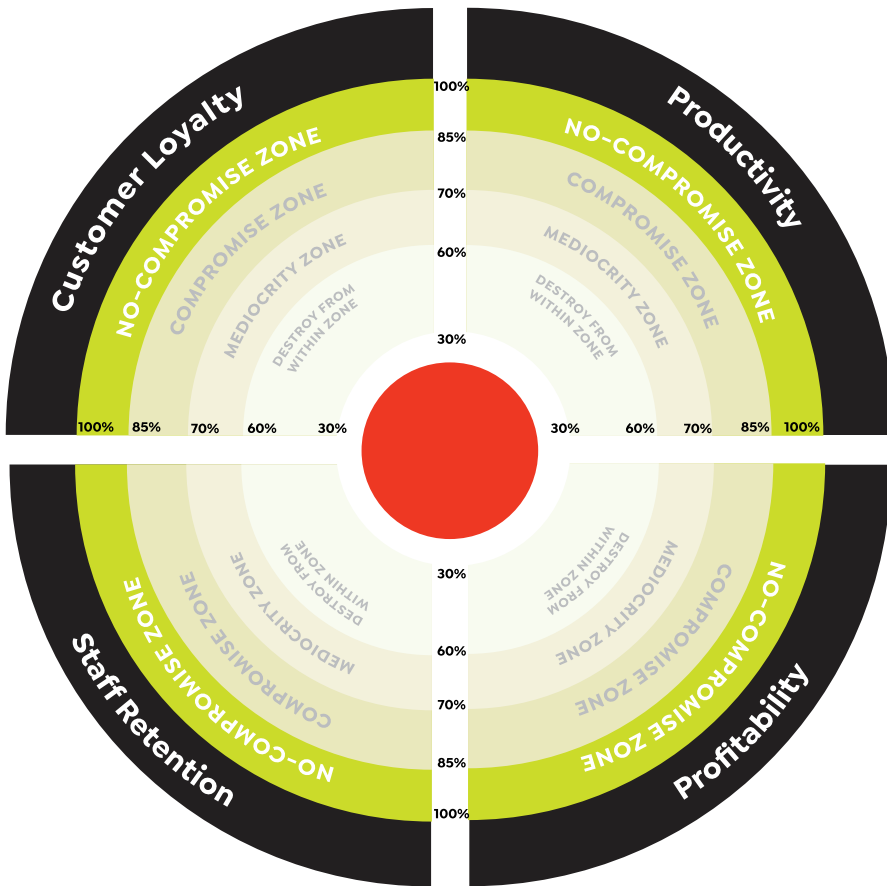


The Four Business Outcome Wheel



Notes

Using the effectiveness rating key below, plot your company's no-compromise performance in each of the four business outcomes on the wheel above. Then, connect the dots to see how out of balance the wheel is and to identify which outcome(s) you need to lead back into the no-compromise zone.

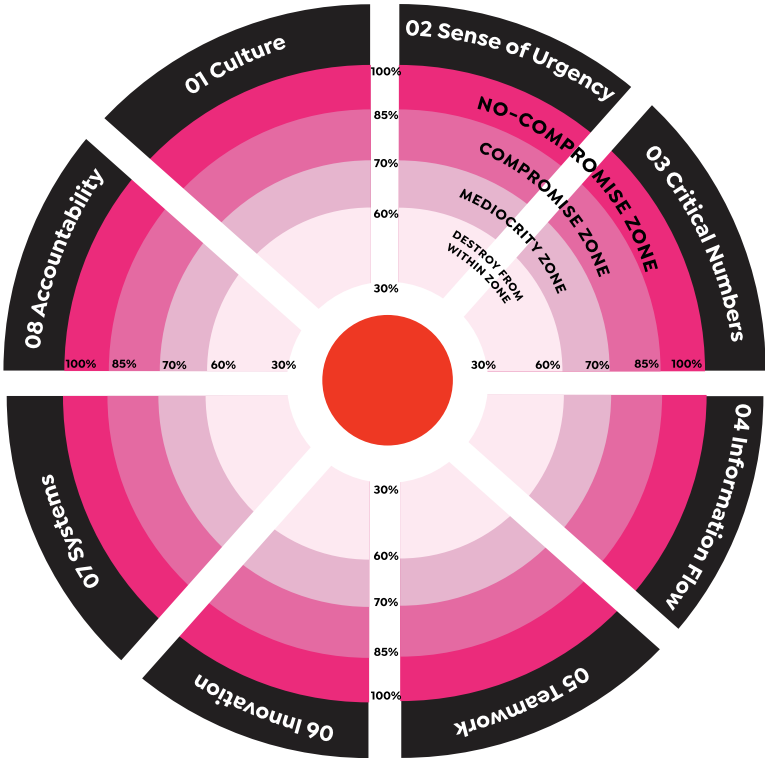
The no-compromise rating key for each business outcome
How does your company rate? Your company is in this NCL zone

	85 – 100%	No-Compromise Zone
	70% – 85%	Compromise Zone
	60% – 70%	Mediocrity Zone
	30% – 60%	Destroy from Within Zone
	0% – 30%	Fiery Pit of Hell Zone



The Eight Driver Wheel

Notes

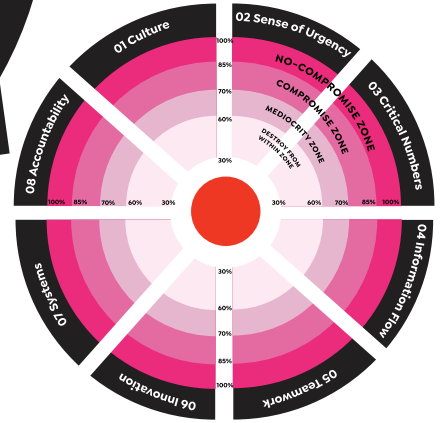
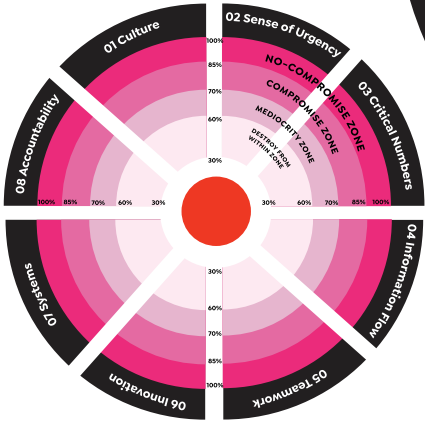
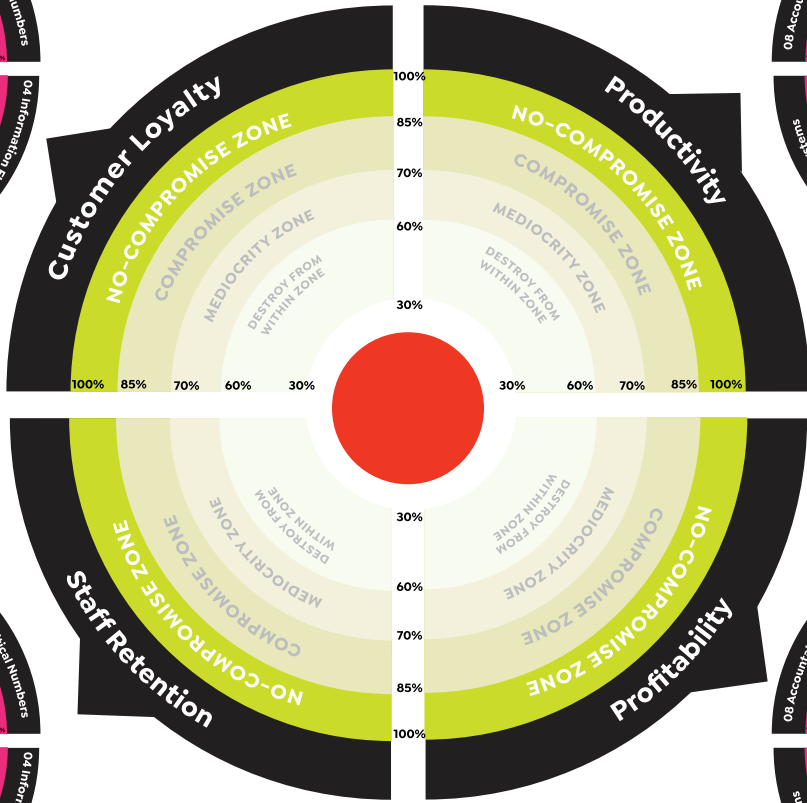
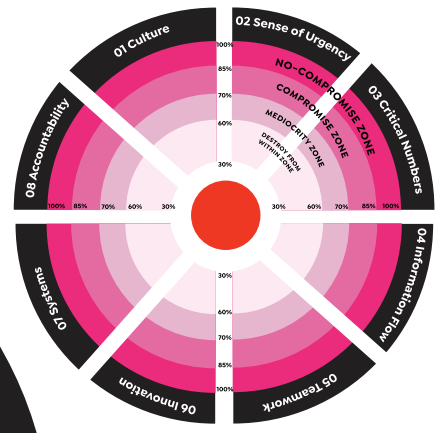
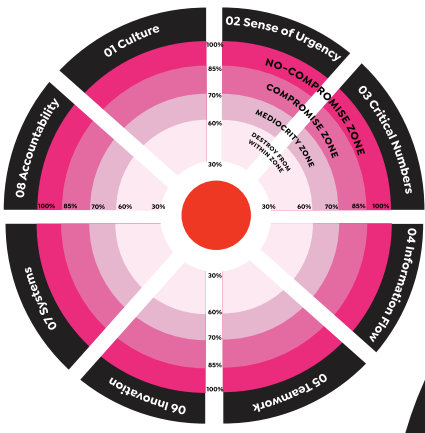


The BIG Eight driver wheel utilizes the same plotting process as the four business outcome wheel. However, the BIG Eight driver wheel is used on each business outcome to identify which driver(s) are being compromised.

Notes



Aligning the Four Business Outcomes and the Eight Drivers



Notes

