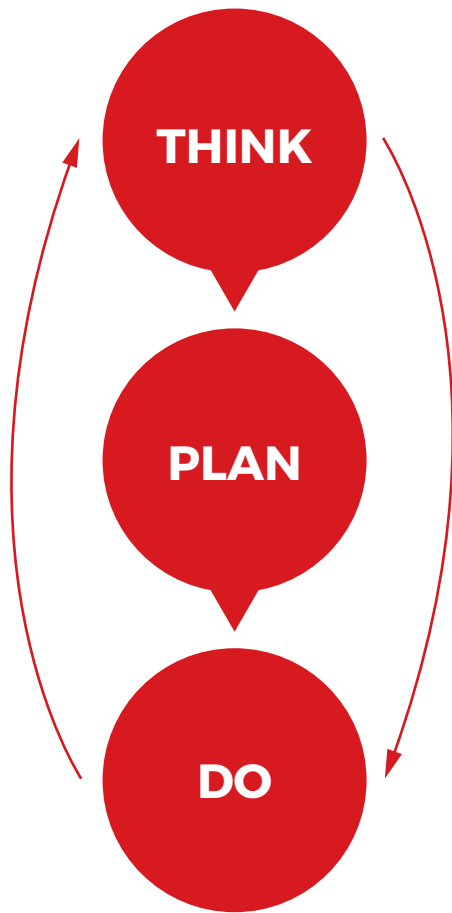


# Accelerate Growth: Develop a Think-Plan-Do Rhythm



## Key Think Concepts

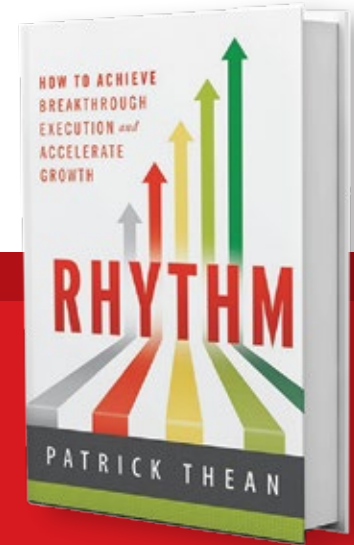
- “The secret to growth is developing a habit to think”.
- Create your “Winning Moves”.
  1. Name the winning move
  2. find the “who”
  3. Develop revenue projections
  4. Identify and test assumptions
  5. Adjust
- Create a (stop doing list) to allow more time for your winning moves.

## Key Plan Concepts

- In meetings use the Discuss, Debate, Agree method.
- Don’t accept the mediocre.
- Make sure your plan is execution ready.
- Create KPIs as leading indicators rather than financial results.

## Key Do Concepts

- Weekly meeting to check KPIs and adjust.
- Use red, yellow, green indicators for your KPIs.
- Have 13 week sprints to accelerate the Do phase.



In **Patrick Thean's** powerful book **Rhythm**, he demonstrates how companies that use a **Think/Plan/Do** system are far more profitable than ones that don't use one.



Learn more at  
[www.ceofocuspeergroups.com](http://www.ceofocuspeergroups.com)