



## Sustainable Business Success Worksheet for Klox Ltd

### Defining success

**1. List the five phrases that summarise success for you.** *E.g. Friday golf, sleeping easy, money to buy a rad tiny home, free time, coaching kids rugby, etc.*

**2. Rate yourself out of 10 (1 being poor, 10 being great) as to how well you're achieving your definition of success.**

### Minimum viable sales level

**1. After completing your personal budget, how much does the business have to deliver to you in the next year?**

**2. What is your minimum viable sales level to deliver this?**

**3. What strategies will you undertake to improve your gross profit %?** *E.g. increase customer retention rate, reduce overheads, reduce cost of sales.*

### Cash conversion cycle

**1. Do you know your current debtor days? If so, please state.**

**2. What strategies will you implement to reduce your debtor days?** *E.g. Reduce invoice days payable from 21 days to 7, etc.*



### Cash conversion cycle

**3. When did you last review your supplier terms? Are there terms you think need to be re-negotiated? List below.**

### Creating clarity

**1. Why does your business exist for your customers?**

**2. What is important to you and your business, right now?**

**3. Who must do what to ensure you have a sustainable successful business?**

### Team culture and workplace flexibility

**1. Rate yourself on your team culture and workplace flexibility (1 being poor, 10 being great).**

**2. What strategies will you implement to improve your team culture and flexibility?**

**What you say YES to is defined by what you say NO to**



1. List three things you need to **stop** doing:

2. List three things you need to **continue** doing:

3. List three things you need to **start** doing:

#### Support and accountability

1. What support or accountability do you need to ensure you complete your actions?

2. Who will hold you accountable to ensure you achieve sustainable business success?