

Worksheet

The Edge Team Training

Module 7 – Session 3

Necessary Endings

Shaping up the business

EXERCISE 1. *Identifying Life.*

Where is the life in our company? Which 20% of the business has life?

EXERCISE 2. *Let it go.*

Is there something we are attached to that needs to go?

EXERCISE 3. *Removing the dead*

Is there something dead that is taking up space?

EXERCISE 4. *No Saviors*

Are there things (areas, people, etc.) where you need to stop being the source (aka, don't need to be the savior).

EXERCISE 5. *Pruning the good for the sake of the best*

What is good, but not best? What is coming that we need to make room for?
