Making It All Work

Implementation Guide

If you've made it to the end of the course you're in a great place to move yourself and your business forward.

So how do you bring it all together?

It's actually very straightforward. Take a look at the diagram below:

Top 10 takeaways from The Ultimate Guide To Managing Your Financial Planning Business

1/ You must have a clear vision of where you are headed.

- Why am I doing this?
- Why am I sacrificing myself for this project?
- What is the higher purpose?
- What's worth doing even if I fail?
- The answers to these questions have the ability to transform the fortunes of a group or enterprise.

2/ You must know your core values. They are the glue that binds the team together. Identify them and then share them forever via stories, feedback and explanation to your team.

3/ The 10 year target lets everyone know the direction of travel.

4/ The 3 year picture lets people know what the near term future should look like.

5/ The 1 year plan is an achievable objective that walks the business forward and builds confidence as you hit your targets every year. This is done whilst working on a few full year projects that sow the seeds for jam tomorrow (not just jam today).

6/ Setting 90 day objectives and managing to them every week ensures you are forced to choose the highest priorities to work on. Other objectives are consciously excluded for now.

7/ Holding effective weekly leadership team meetings lets you resolve issues. Businesses that resolve issues move forward.

8/ The quarterly MI provides deeper insight into where the issues are in your business. They also provide evidence of improvement as you work on your various projects.

9/ Everything gets reviewed quarterly (with one big review annually at your business planning day). I'd recommend setting aside half a day for your quarterly reviews. Take time to pause and reflect on how things went during the quarter:

Did you hit your Rocks?

- If not why not?
- What can you learn from any successes or failures?
- How can you improve your execution skills in the next quarter?
- Don't just drift.

10/ Overlaying all of this is regular communication and sharing with the whole team. Share all of the following regularly:

- Your vision for the business.
- Your core values (especially when you see them being demonstrated or violated by action within the business).
- Your 1 year plan and goals.
- Your 90 day Rocks.
- Stories about the work you do for your clients (so everyone on the team can share in the joy of great financial advice - not just the advisers).