

# ***Traction/EOS Implementation***

**“Vision without execution is hallucination”**

—*Thomas Edison*

**The Entrepreneurial Operating Systems (EOS)** was created by Gino Wickman and is the subject of the book *Traction: Get a Grip on Your Business*. EOS is based on a set of timeless business principles and real-world tools that help Entrepreneurs get what they want from their businesses.

By mastering this simple “way of operating,” leadership teams of growth-oriented companies systematically and permanently improve. It is a proven system that consistently helps companies achieve more **revenue, growth,** and **profit**, while delivering a better balance of life to company owners and leaders.

**The genius of EOS is its simplicity as it can be boiled down to:**

**3 core concepts  
Comprised of 6 core components  
That result in 3 targeted outcomes**

## **The 3 Core Concepts:**

1. **Priorities.** Successful organizations are successful because the right people in the right seats have a shared vision as to where they want to take the organization.
2. **Knowledge.** Knowing is half the battle. Great organizations have repeatable and scalable processes and manage their business with an understanding of both the near-term and long-term.
3. **Rhythm.** A well-organized set of daily, weekly, monthly, quarterly and annual meetings keep everyone aligned and accountable.

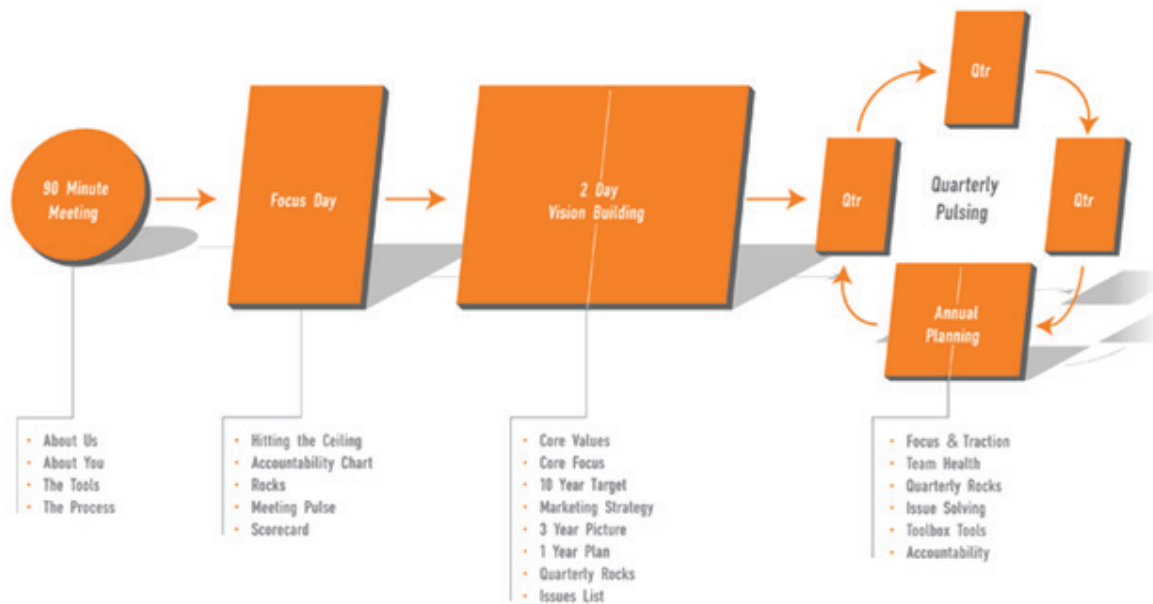
## **The 6 Components Of Eos:**

1. **Vision.** The more clearly everyone can see your vision, the likelier you are to achieve it.
2. **People.** EOS focuses on creating a practical understanding of the two essential ingredients of any great team: the right people in the right seats.
3. **Data.** The best leaders rely on a handful of metrics to help manage their businesses.
4. **Issues.** Are the obstacles that must be faced to execute your vision. An organization's success is directly proportionate to its ability to solve any issues that arise. Issues solving represents a huge opportunity because most companies don't invest the time required to adequately solve their issues.
5. **Process.** Processes are a company's Way of doing business. Successful organizations see their Way clearly and constantly refine it.
6. **Traction.** The most successful business leaders are the ones with traction. They execute well, and they know how to bring focus, accountability, and discipline to their organization.

## Mastering The 6 Components Results In 3 Outcomes:

1. **Vision.** Get everyone aligned and working towards the same result.
2. **Traction.** Execute better and create more accountability.
3. **Healthy.** Function as a cohesive team.

The implementation of EOS requires a fully dedicated commitment from an organization that engages its leaders and managers in ways they likely haven't been engaged before.



## We offer three types of implementation models:

- ▶ **Full implementation.** Occurs over 90 days and consists of 3 offsite sessions. This is ideal for companies with 20 or more employees.
- ▶ **Small team implementation.** Occurs over the course of a year thereby allowing teams to adopt EOS on a gradual basis. This is ideal for organizations with less than 20 employees.
- ▶ **Traction Coaching.** This is ideal for the solo entrepreneur or an organization that doesn't have a management and leadership team ready to engage.