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:

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

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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.
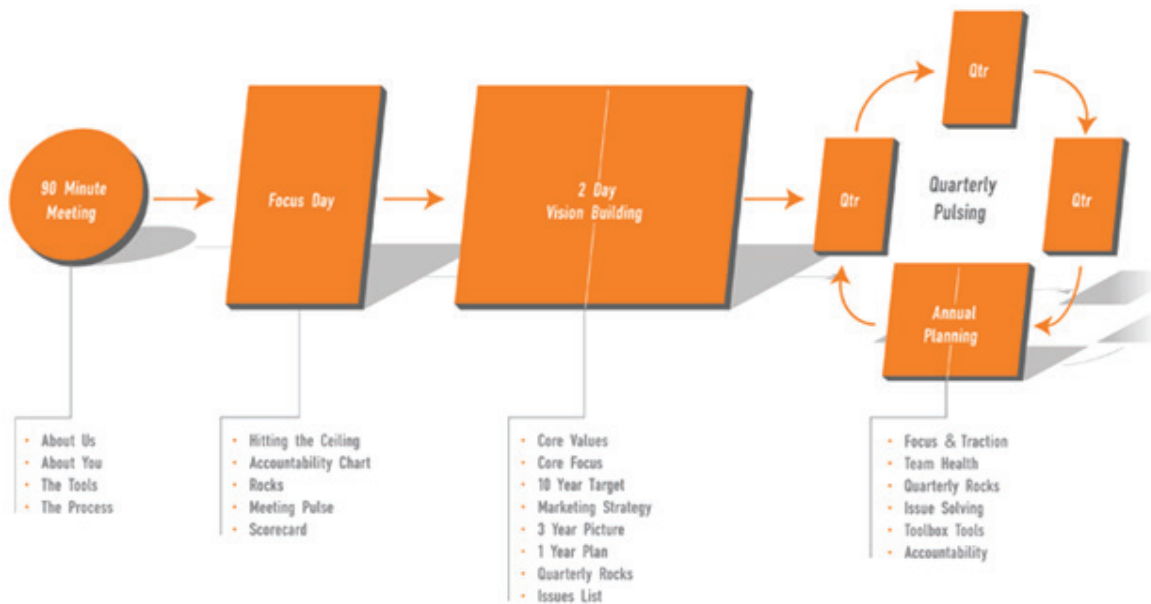
The 6 Components Of Eos:

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.