

*0 ticks : Congratulations - you don’t have a SPOT!!!*

*1 – 3 ticks : Careful!!! You are in danger of a SPOT developing*

*> 3 ticks : WARNING! WARNING! You have SPOTS and need to seek immediate treatment!!*

*Read each of these symptoms of SPOTS and tick if you have it.*

* I have a general plan but not a detailed operational plan
* My plan doesn’t answer all of – why+where+how+when+who
* My analysis is missing one or more of these : SWOT/PEST/Enviro scan/Competitor analysis/ market analysis/ risk analysis / stakeholder analysis
* My operational plan is not in spreadsheet or project format
* I haven’t built it into a monthly calendar
* It isn’t in my sight every day
* I don’t add my plan’s actions to my daily to-do list
* I don’t link it to rewards or L&D
* I haven’t built in specific review actions and times



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**TIP 1 :**

**TIP 2:**

**TIP 3 :**

**TIP 4 :**

**TIP 5**

5 TIPS FOR CURING SPOTS

DO I HAVE SPOTS??

Business Plan Health Check-up

**D.A.E.R!**

**High Performance Results for**

**You**

**Your business**

**Your Staff**

***If you have SPOTS or are in danger of developing them –***

 ***for easy, [relatively] painless treatment –***

***call your local SPOT Remover***

***Dulise Maxwell***

*Dulise is an internationally accredited and experienced management consultant, coach and facilitator who has walked the talk in for profit, not for profit and government enterprises.*