



"Analyze. Optimize. Implement."

Strategic Growth Plan Template





WELCOME

WESK Growth Plan Template Presentation | Page #1

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•1



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Today's Agenda

10:00

Welcome and orientation – WESK

10:10

Introductions

10:30

Intro to the Template – concept, objectives and role of consultant – WESK

10:45

Successes, Opportunities and Vulnerabilities

11:00

Walk Through of the Growth Template

12:00

Lunch

12:30

Walk Through Continues

1:30

What Success looks like going forward and what would sink the Bismarck

1:45

Final thoughts and Closing

2:00

Conclude

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•2

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Learning Objective

Participants are anticipated to be entrepreneurs who have gone through the WESK Business Planning Programs and have had their businesses operating for a period of time and who are now ready to think about and plan for growth.

Participants will learn key concepts that can positively affect the growth of their business and experience the Growth Plan Template Tool which is built to guide in planning for growth and achieving accelerated success.

Participants will be engaged in workshop style sessions, small group discussions, whole group discussions and a scenario-based activity to advance learning and explore key topics.

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•3

•4





ORGANIZATION GROWTH
>

How is growth impacting your business? How prepared are you for the impacts and effects of growth? Let us help you identify growth issues before they set in?



INDIVIDUAL & TEAM EXCELLENCE
>

The combination code to unlock Personal, Team and Organization Success, and propel your organization to new heights of excellence.




HIRE & RETAIN TOP TALENT
>

Reinvent how you find top talent and eliminate bad hires. Improve on-boarding; effectiveness; productivity; longevity and succession planning.



•7



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Market Overview

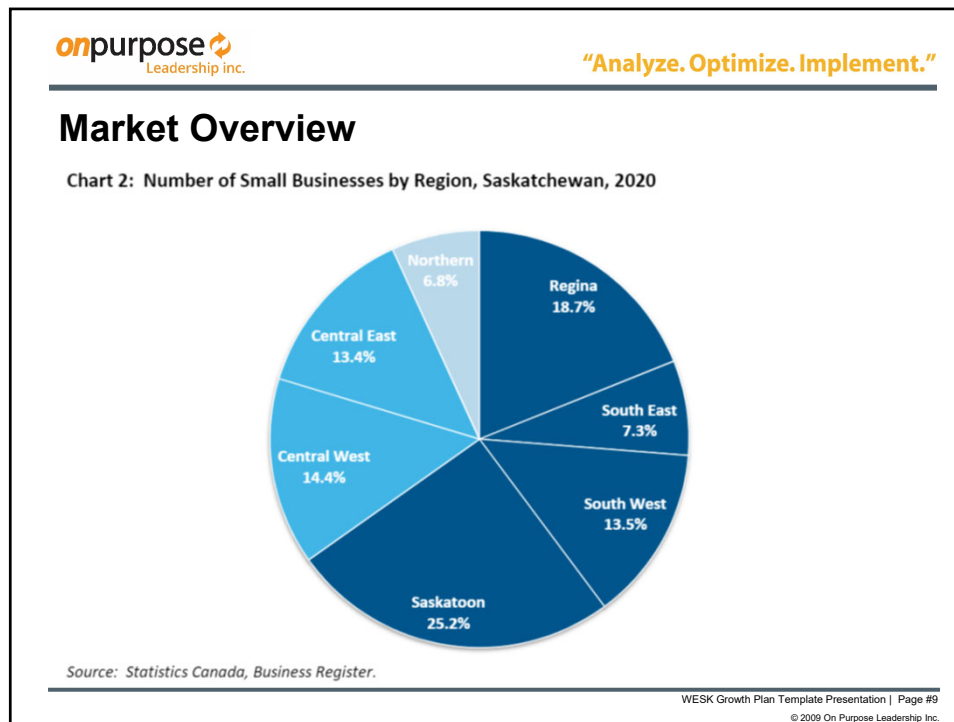
Table 1: Saskatchewan Businesses by Size, 2020

Business Class (Number of Employees)	Business Count	% of Total
Small (0-49)	146,016	98.9%
• Non-employer	104,677	70.9%
• Micro-business (1-4)	24,111	16.3%
• Other (5-49)	17,228	12.8%
Medium (50-49)	1,604	1.1%
Large (500+)	71	0.05%
Total Businesses	147,691	100.0%

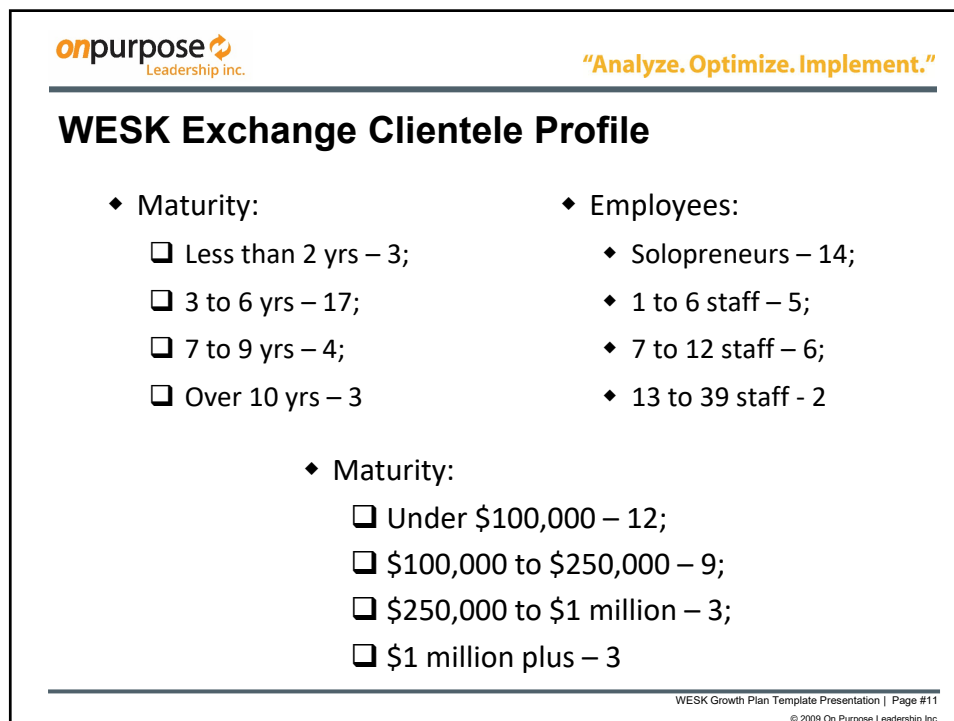
Source: Statistics Canada, Business Register.

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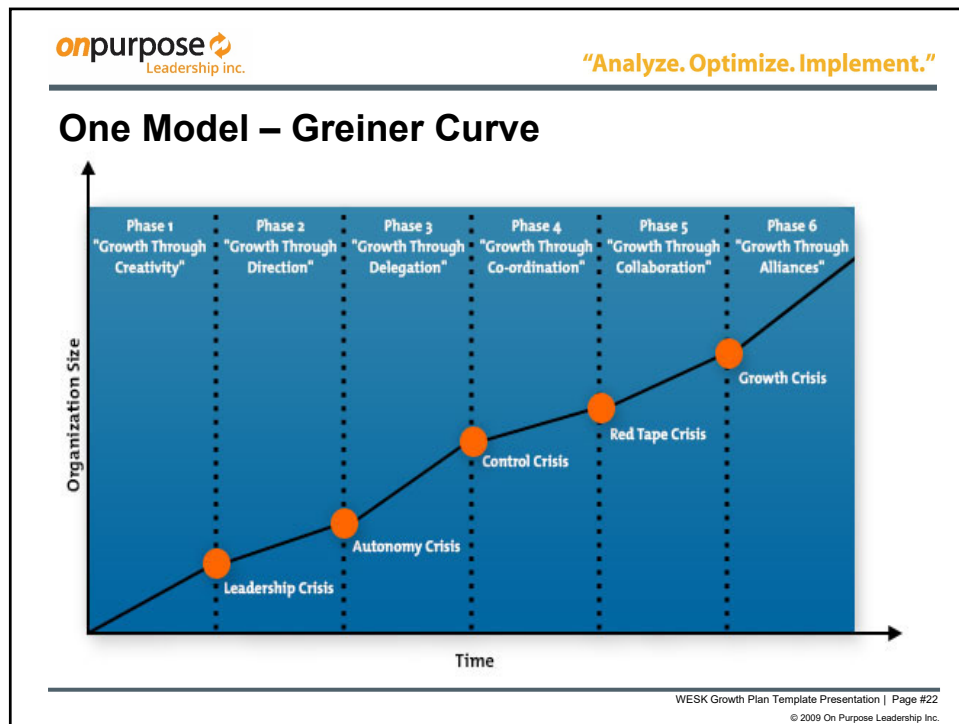
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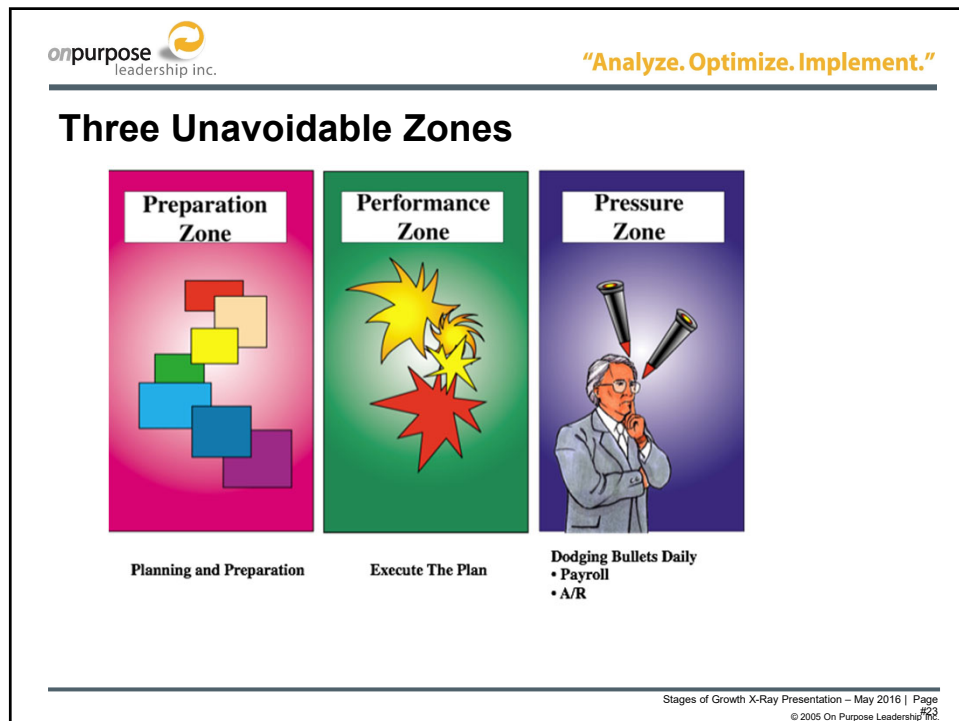
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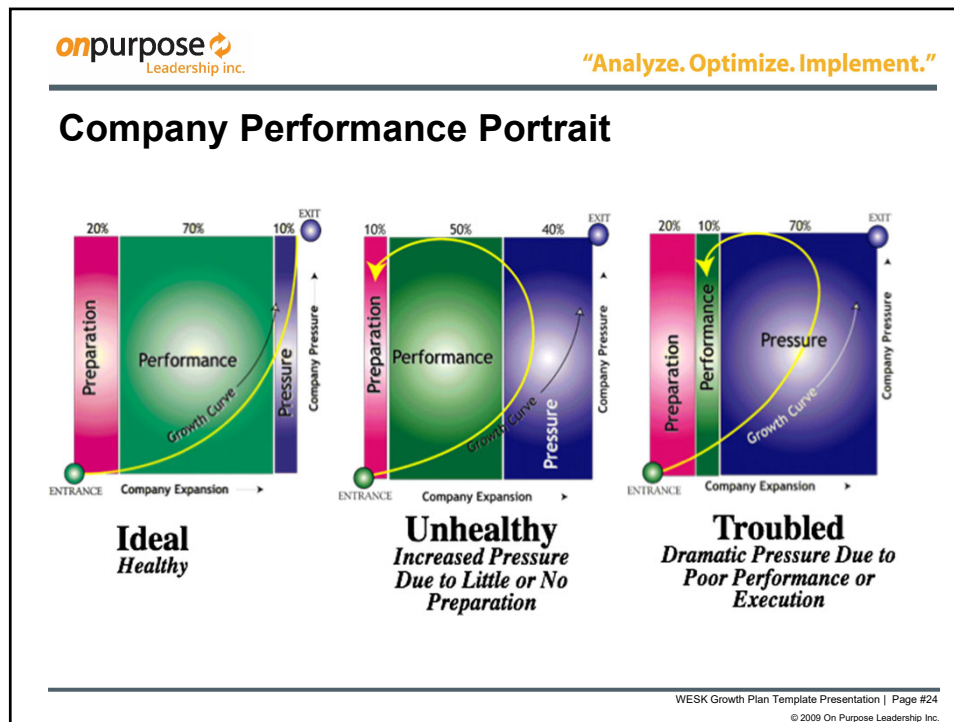
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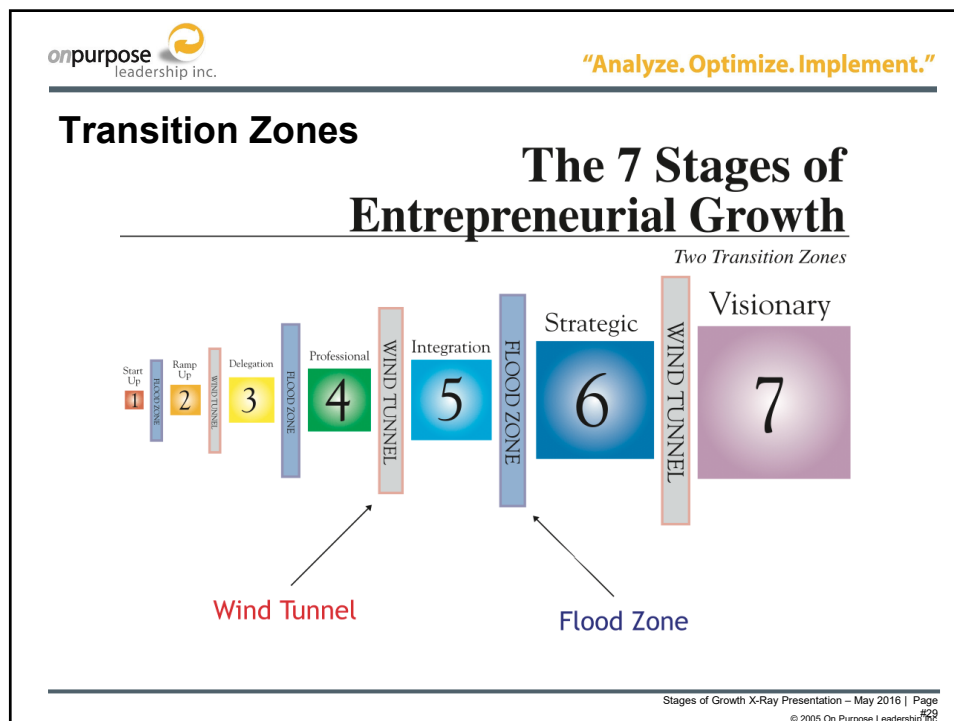
•22



•23



•24



•29

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Stage 1 – Start Up

Stage 1					
Employees	1 - 10				
Managers	0				
Executives	1				
B/P Ratio	4 : 1				
3 Gates	Profit	People	Process		
Modality	CEO Dominant	Manager Supportive	Staff Facilitative		
3 Faces	Specialist	Visionary	Manager		
Challenges	Cash Flow	Chaotic Periods	New Product Development	Limited Capital	Expanding Sales
Styles	Visionary	Coaching	Commanding		
Competencies	Self Awareness	Self Confidence	Empathy	Inspirational Leadership	Developing Others

Grow On Purpose | Page #33
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•33

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Thank You!

On Purpose Assessments and Hiring presentation| Page #65
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•65