











SITUATION SURVEY ARE YOU PLANNING TO FAIL?

Companies who overlook functional planning often don't realize it until they face a crisis. Your overall functionality should be equally solid both on and off the shop floor. Do you have good leadership in place? Are your people being trained as they should? Do you have the financial tenants you need covered?

The following questions will help get a feel for how well your company is set up for success. Rate your answers from 1 to 3, with 1 being weak to 3 being very strong.

	1	2	3
 Our short and long term profit goals are clearly defined with disciplined budget and execution plans in place.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 We apply, track and manage minimum profit margin standards to our customers.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 Customer payments are managed within terms and delinquent accounts are kept to a minimum.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 We review financial performance regularly and make timely changes as warranted.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 Regulatory and compliance issues are proactively managed.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 We believe we have the <i>right people in the right seats</i> and are great at attracting, onboarding and retaining employees.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 Everyone who works for our company understands what their standards of performance and accountability are.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 We have a formalized problem solving process that is utilized throughout the company.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 Our leadership team is well regarded and mutually supported.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
 We have a crisis management plan with a team of key stakeholders and department heads in place.	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Are you failing to plan? If you scored a total of 25 points or less, consider having a functional review done to pinpoint your weak spots and create new game plans.

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