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**THE EOS
JOURNEY**

EOS JOURNEY



MICHIGAN
WEST COAST
CHAMBER OF COMMERCE

EOS JOURNEY

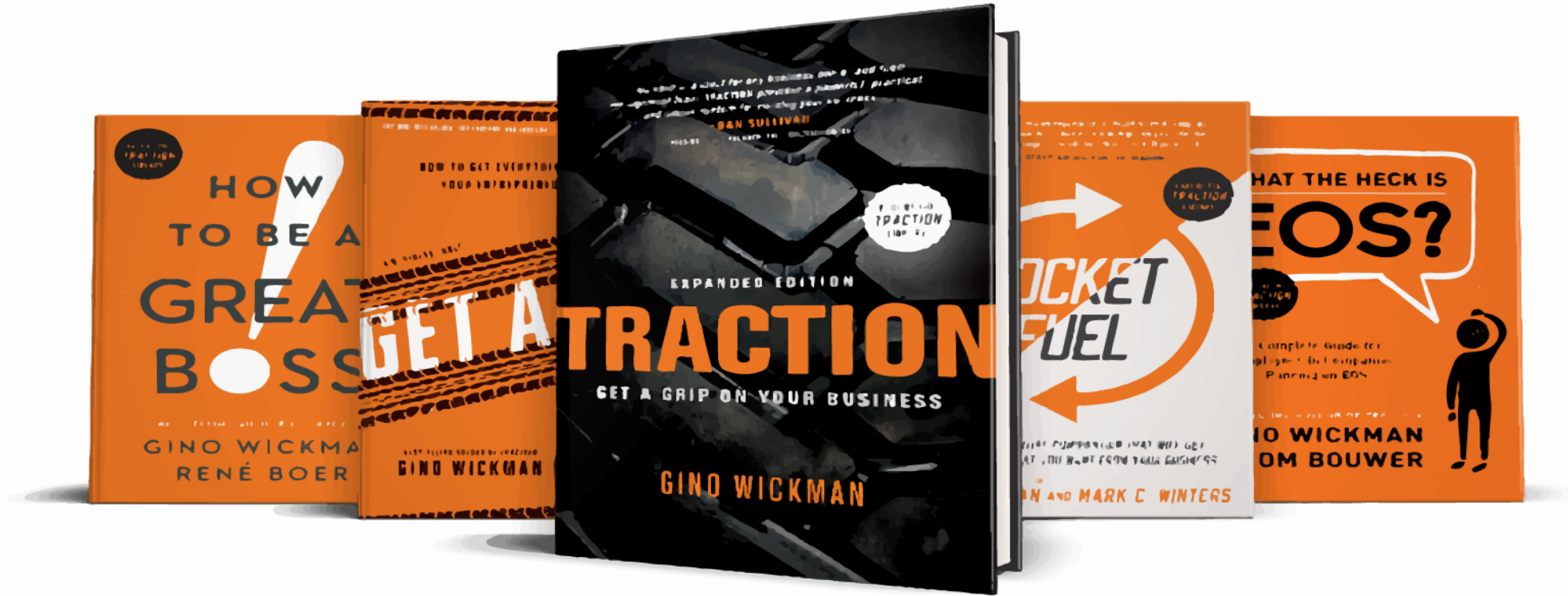
JANECLARK
WEST COAST CHAMBER
HOLLAND, MI

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"What if I told you that by reading this book and applying its core principles, you could eliminate all of your business-related frustrations? That you could have great employees at all levels who share your vision, communicate with each other, solve their own problems, and demonstrate accountability? That your organization could not only run seamlessly, but also have the potential to scale up as large as you see fit?"

- GINOWICKMAN

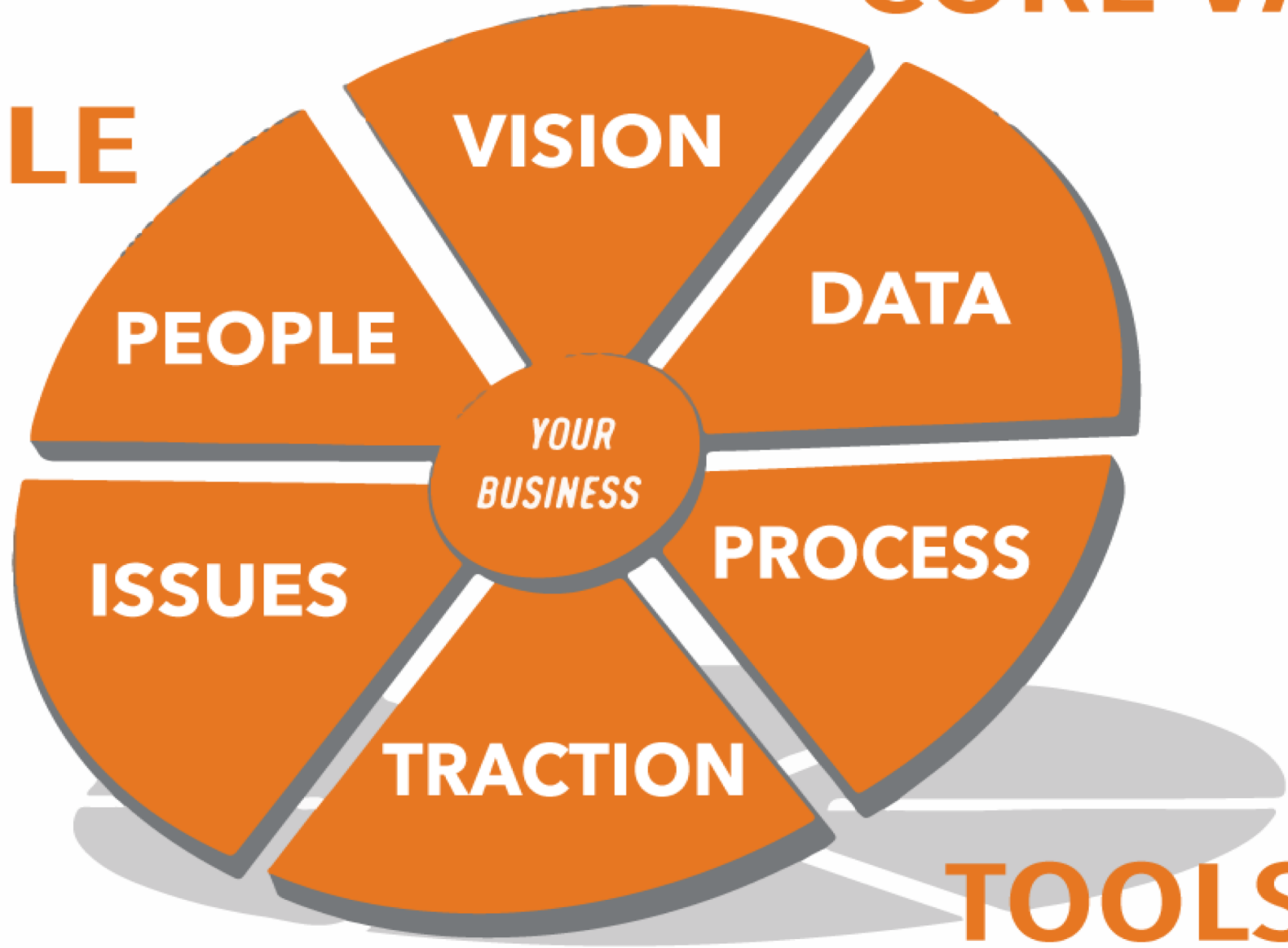


FUNDAMENTAL SKILLS & TOOLS

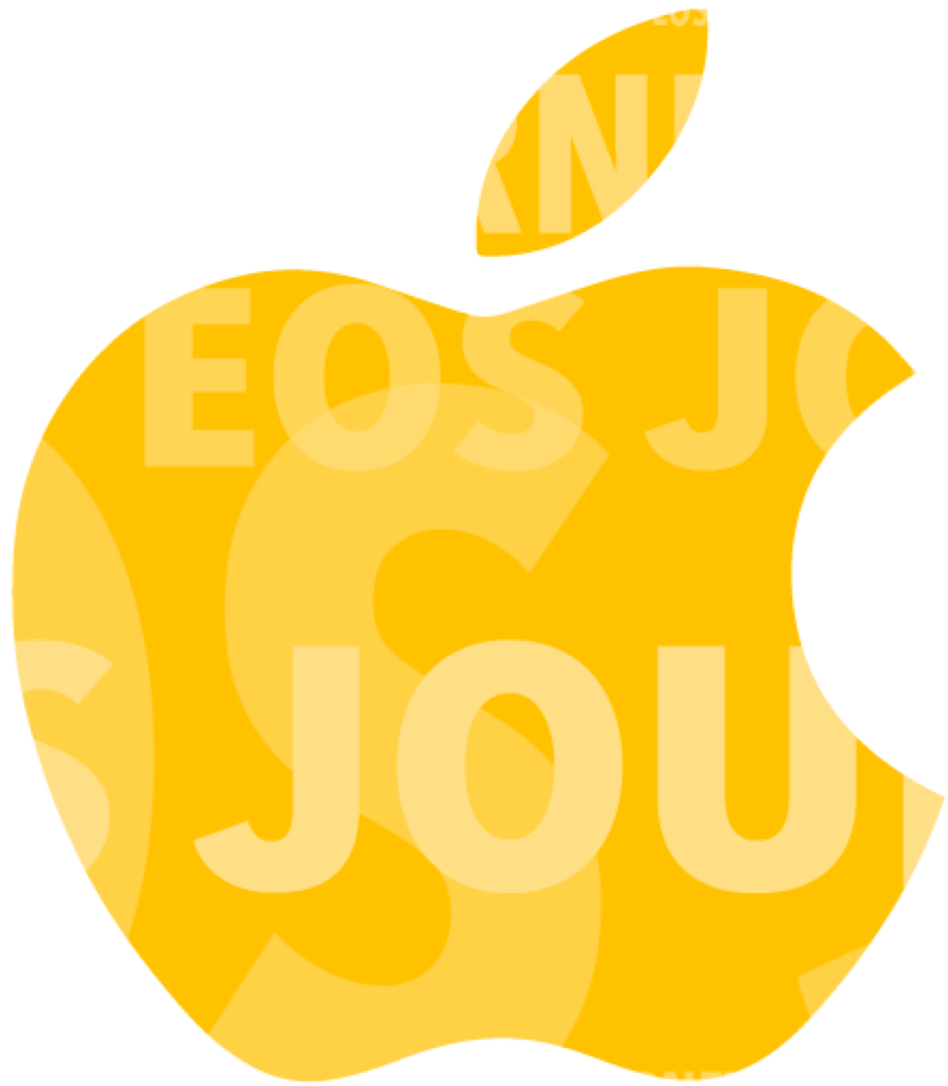


**OTHERWISE
KNOWN AS
HAVE WE MET BEFORE?**

PEOPLE



TOOLS



CORE VALUES

It's All
About You

Contagious Energy
with a Positive
Attitude

Learn,
Innovate,
Share

Think Big,
Be Great

Deliver
Remarkable
Experiences

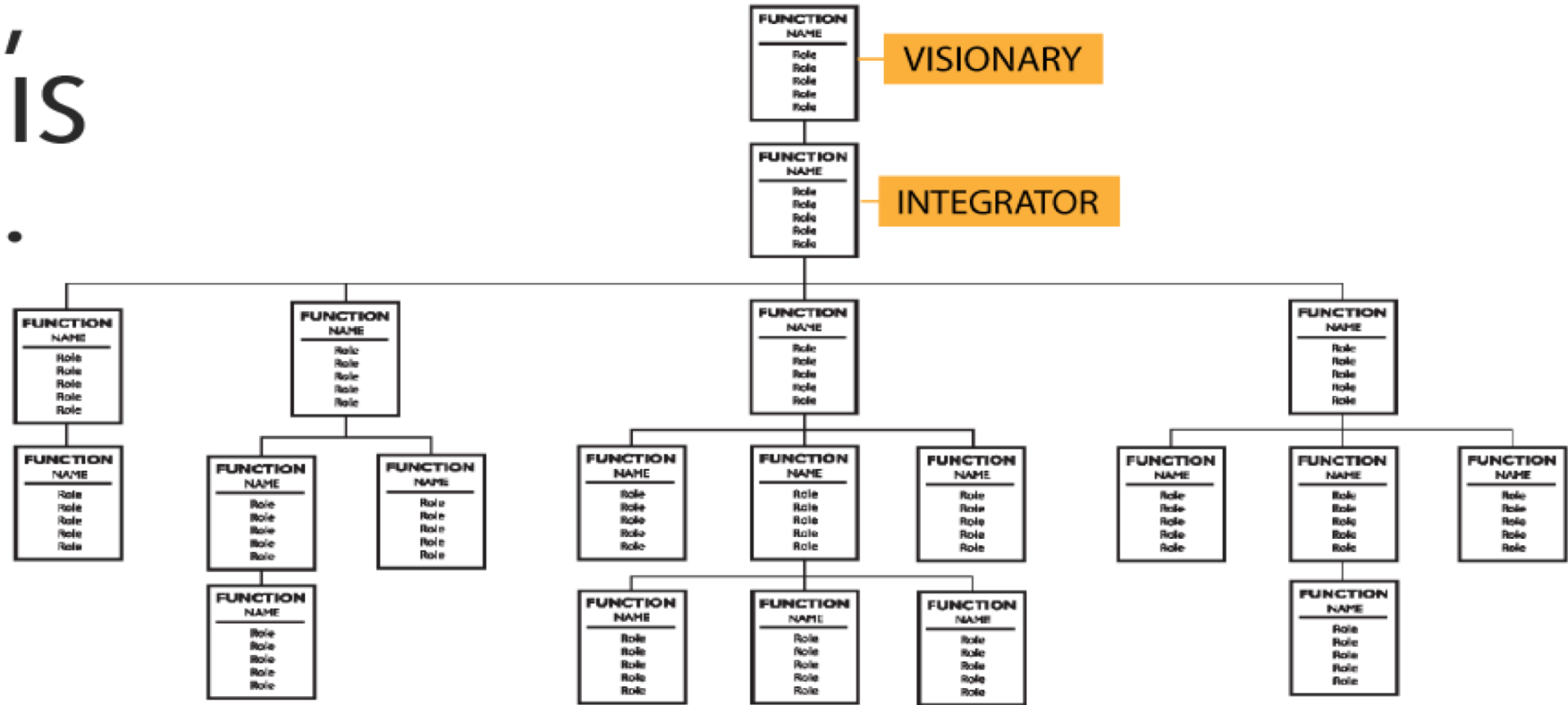
CORE VALUES



RIGHT PEOPLE IN THE RIGHT SEATS

IF **EVERYONE** IS ACCOUNTABLE, THEN **NO ONE** IS ACCOUNTABLE.

THE ACCOUNTABILITY CHART



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THE TOOLS

WHAT MAKES A GOAL SMART?

SMART

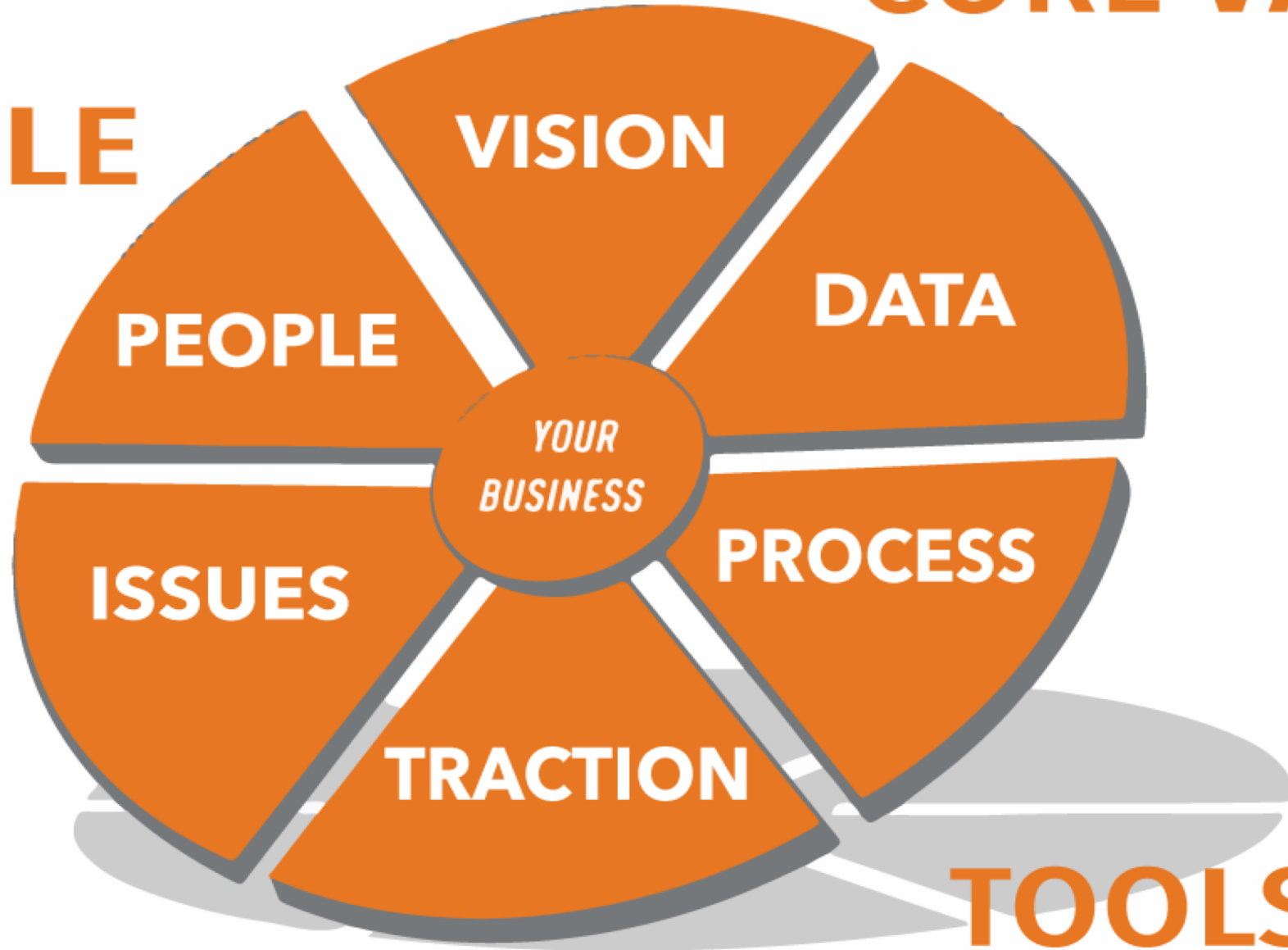
SPECIFIC. MEASURABLE. ACHIEVABLE. RELEVANT. TIME-BOUND



| COMPANY ROCKS | WHO |
|--|-------|
| 1. Financial Processes: Success is monthly financial statement (including Balance Sheet and P&L) is published through April 30th, a meeting with our CPA firm and Exec committee has been scheduled, a "memo to file" has been prepared to outline the financial process improvements that have been made since September 1, and all current financial statement processes are documented. | Jane |
| 2. 2018-19 Budget: Start the creation of the 2018-19 budget utilizing appropriate staff input and 2017-18 data. Success is first draft of budget is created and shared with the Executive Committee on June 11. | Jodi |
| 3. Membership Development: Create and implement a sales plan to ensure we meet or exceed our monthly membership goal. Success is a refined prospect list or group of prospects lists and a documented plan for maximizing the involvement of our Board members and our Ambassador Team to recruit new members. To be presented at the Executive Committee meeting on May 14, 2018. | Britt |



PEOPLE



TOOLS

RATE THE MEETING

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CONTINUE THE CONVERSATION

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MICHIGAN
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Jane Clark

jane@westcoastchamber.org

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