



THRIVECAST

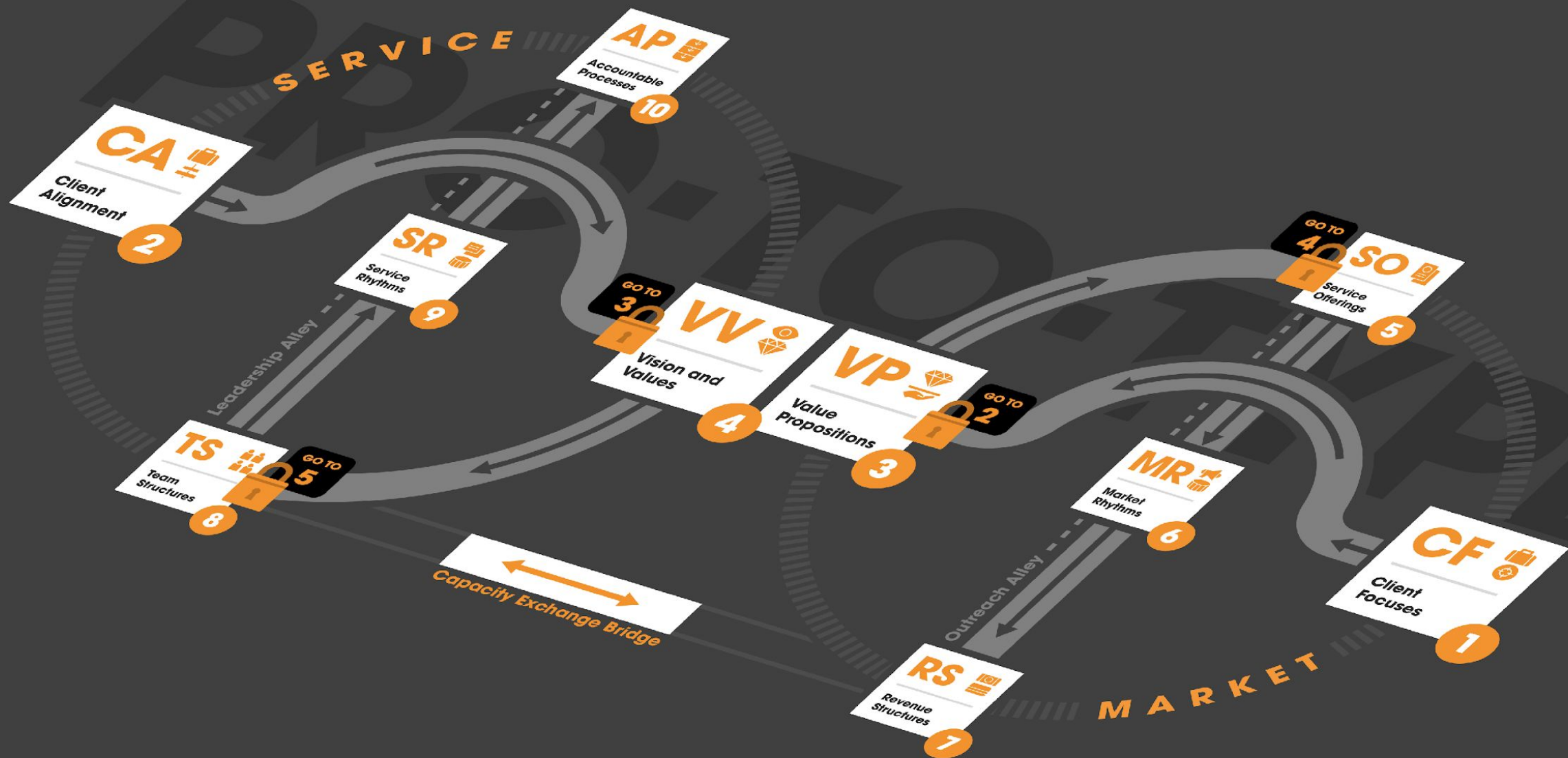
PROGRAMS

1. Foundations
Groups

2. Scaling
Groups

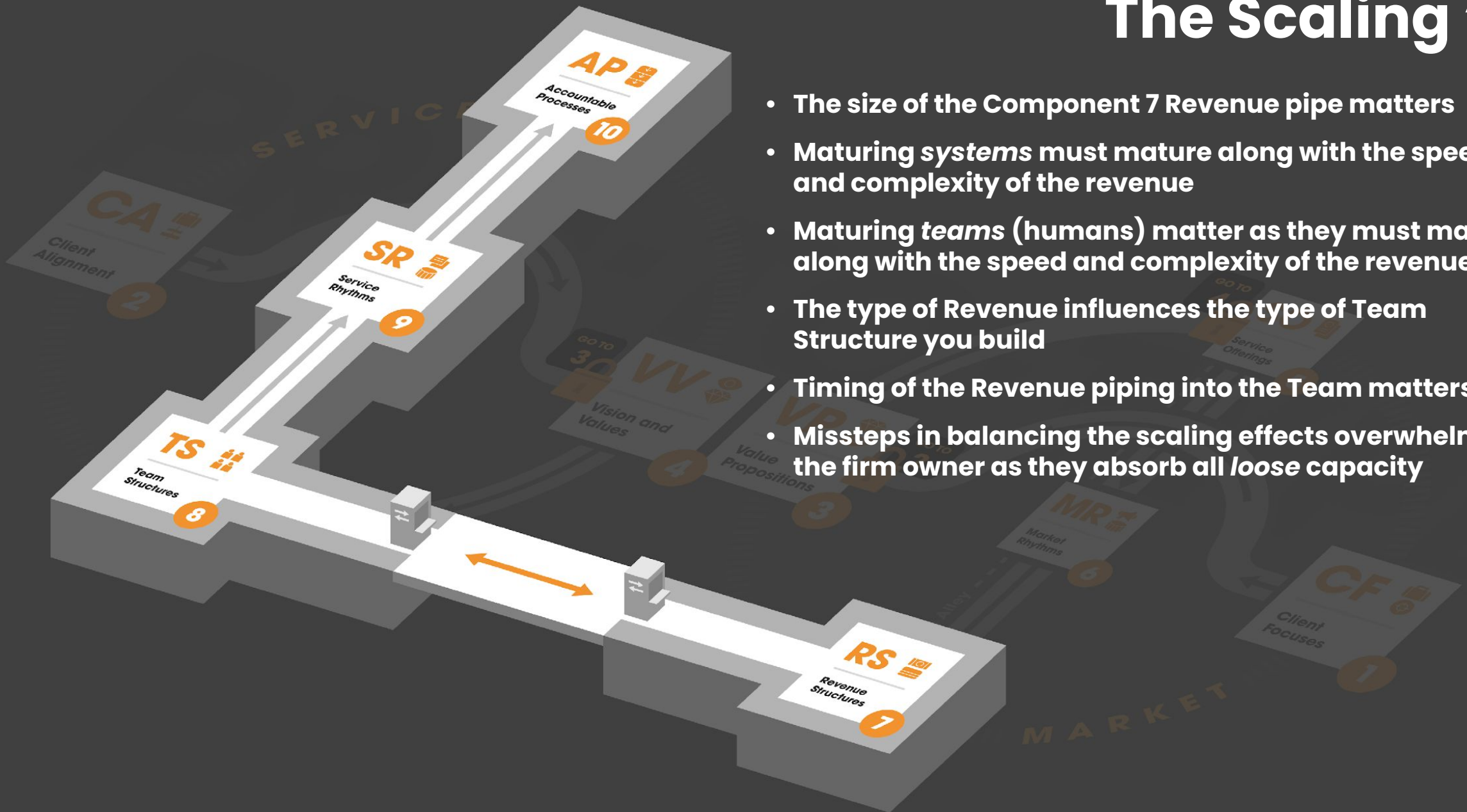
BEGINNING

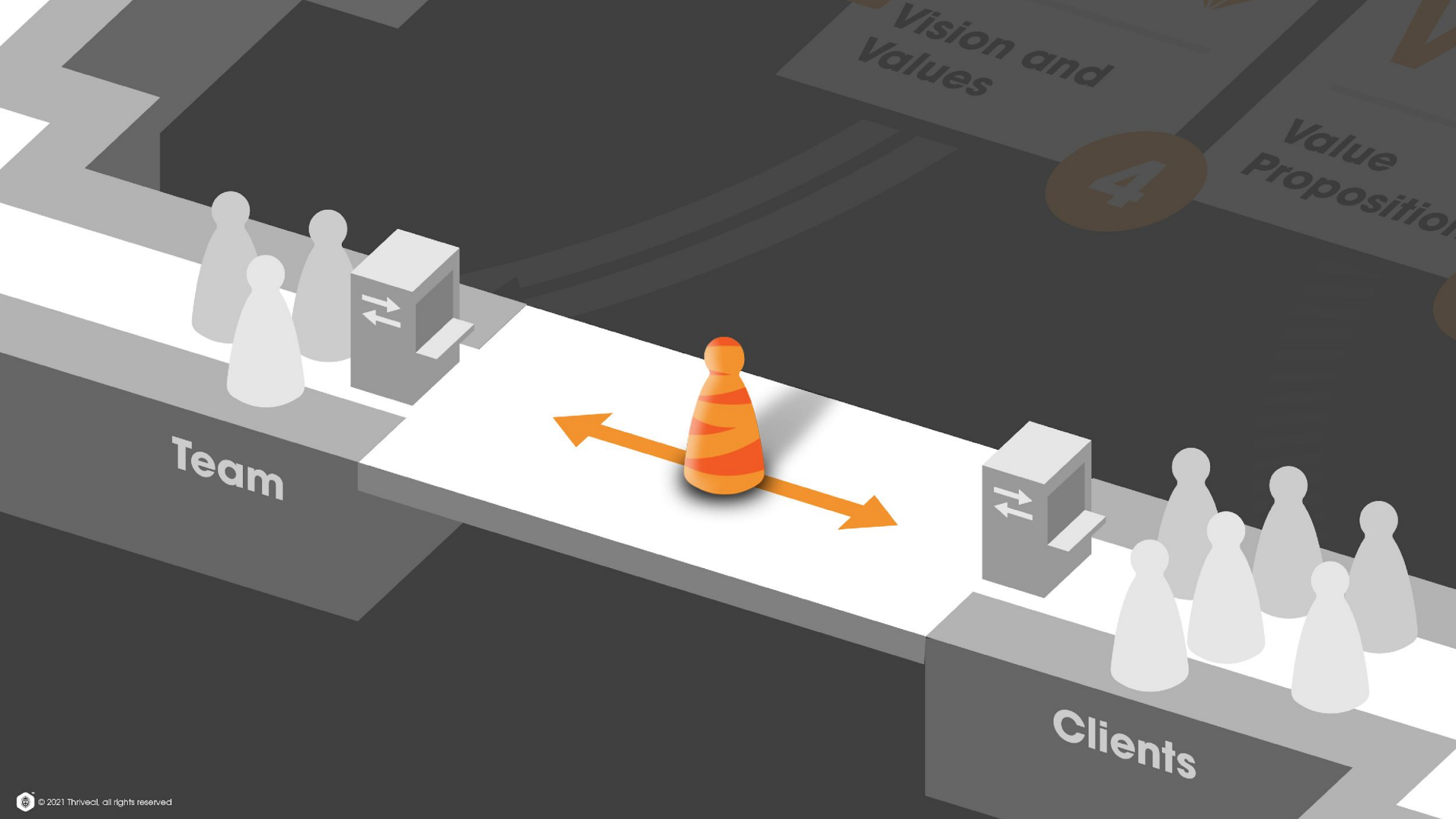
July 2022

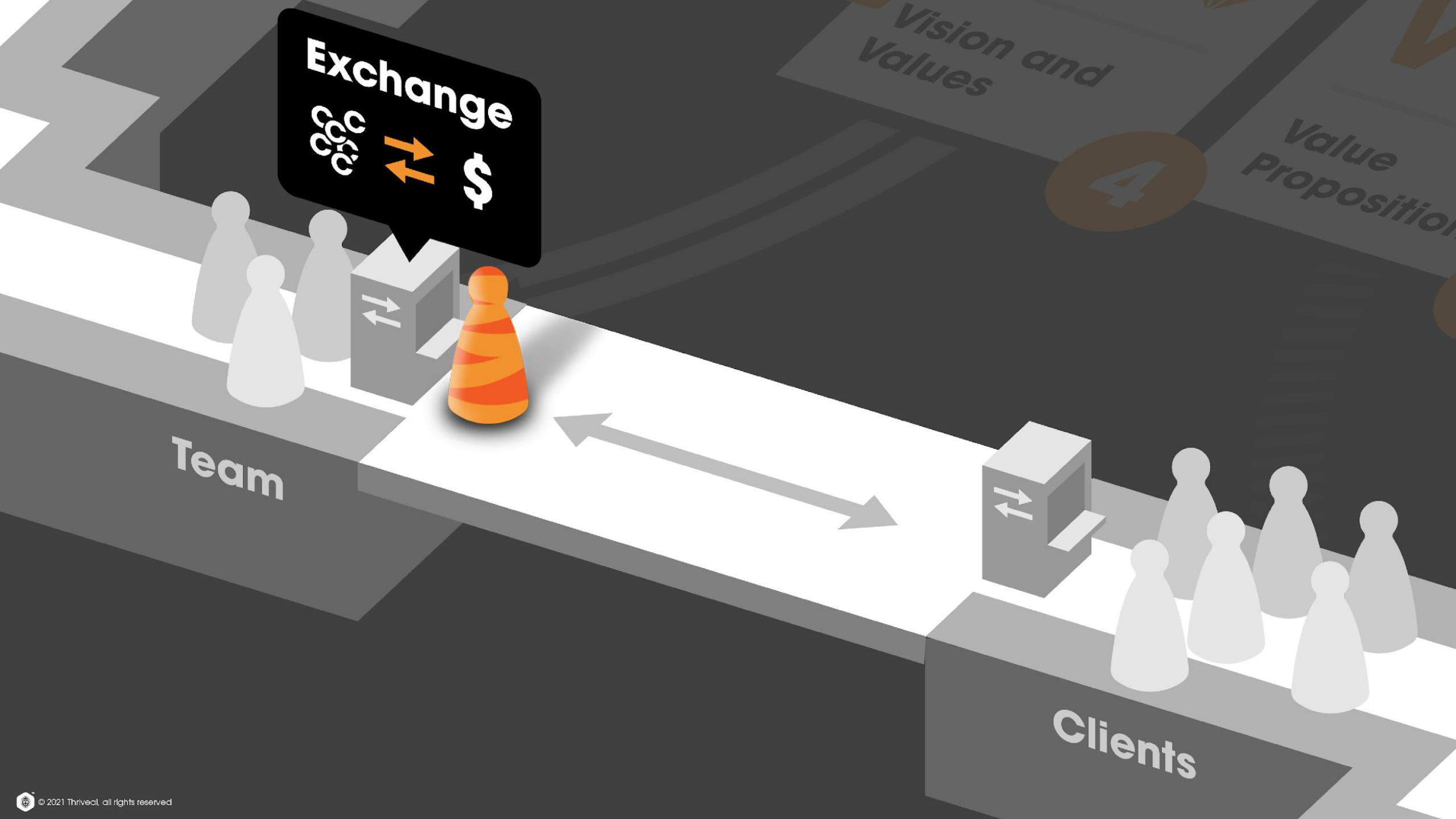


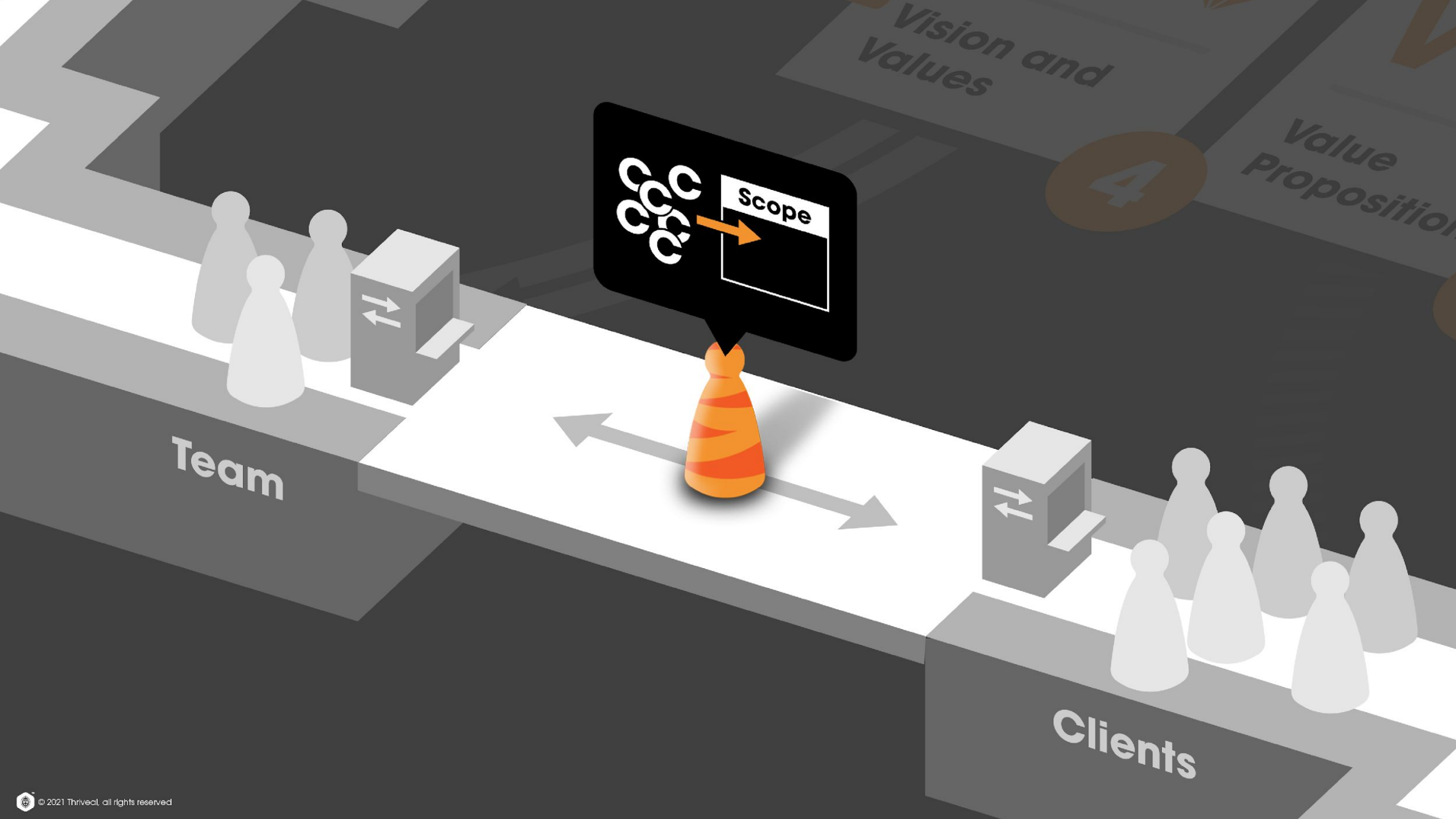
The Scaling 'L'

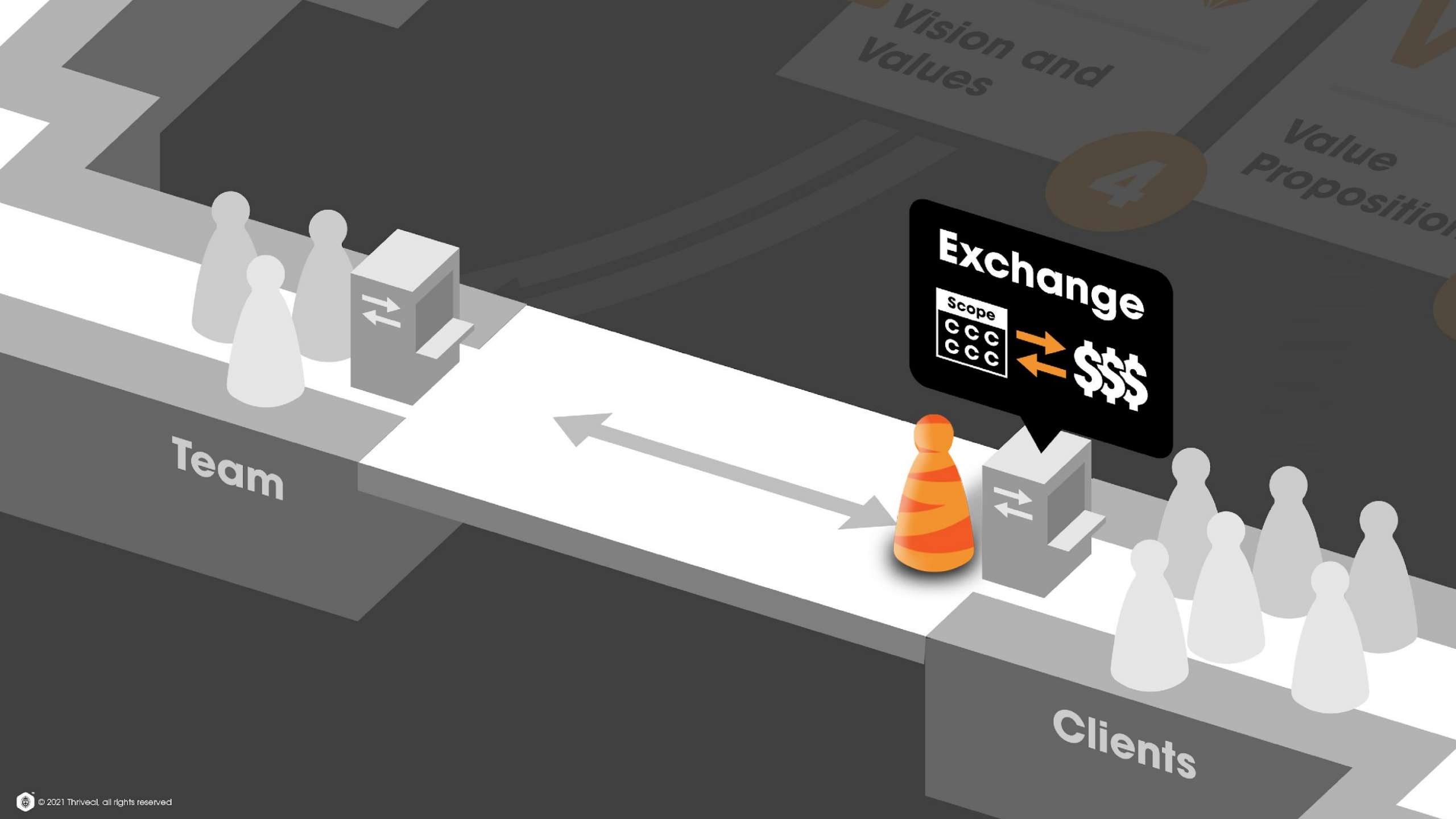
- The size of the Component 7 Revenue pipe matters
- Maturing systems must mature along with the speed and complexity of the revenue
- Maturing teams (humans) matter as they must mature along with the speed and complexity of the revenue
- The type of Revenue influences the type of Team Structure you build
- Timing of the Revenue piping into the Team matters
- Missteps in balancing the scaling effects overwhelms the firm owner as they absorb all loose capacity

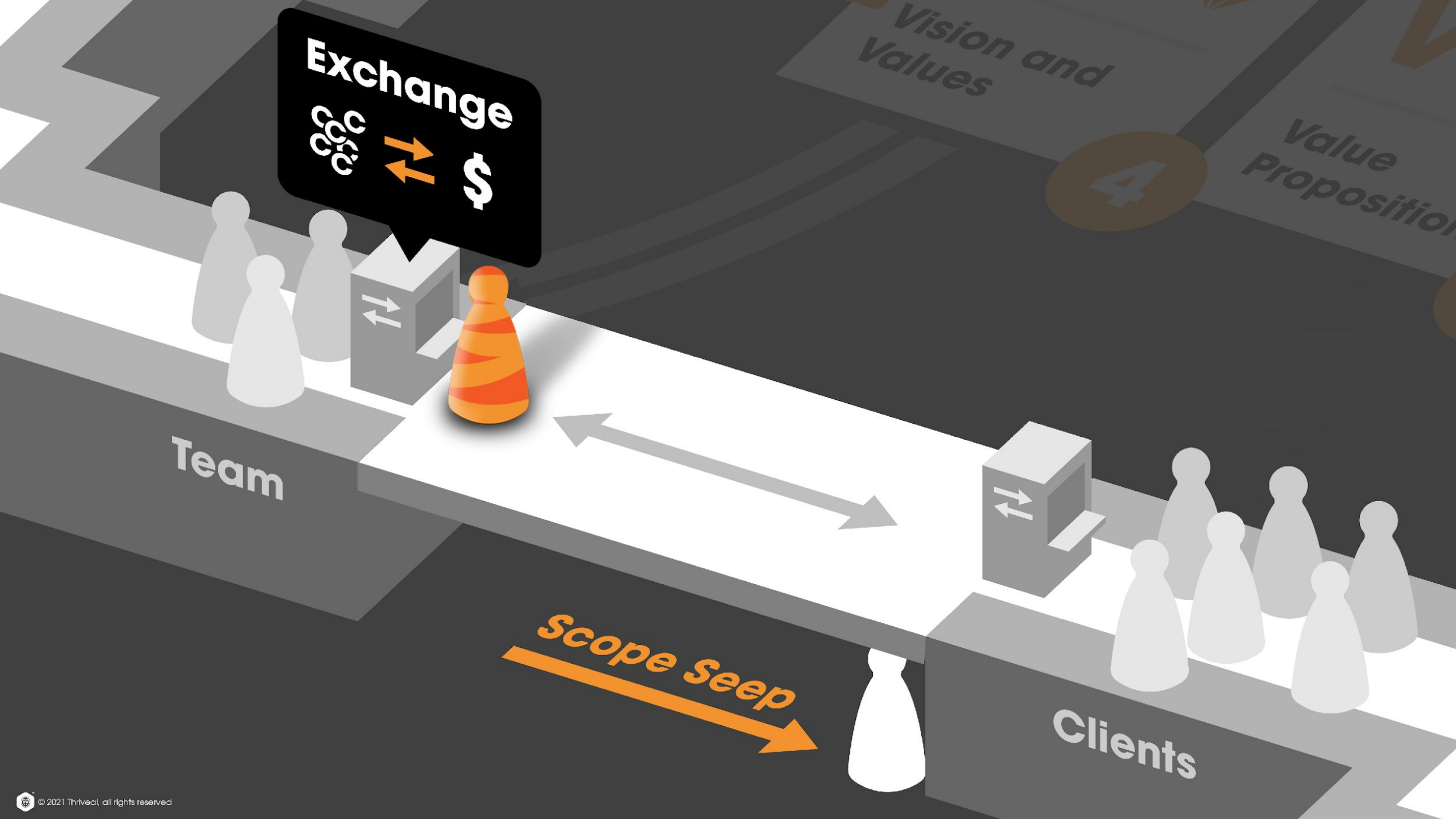


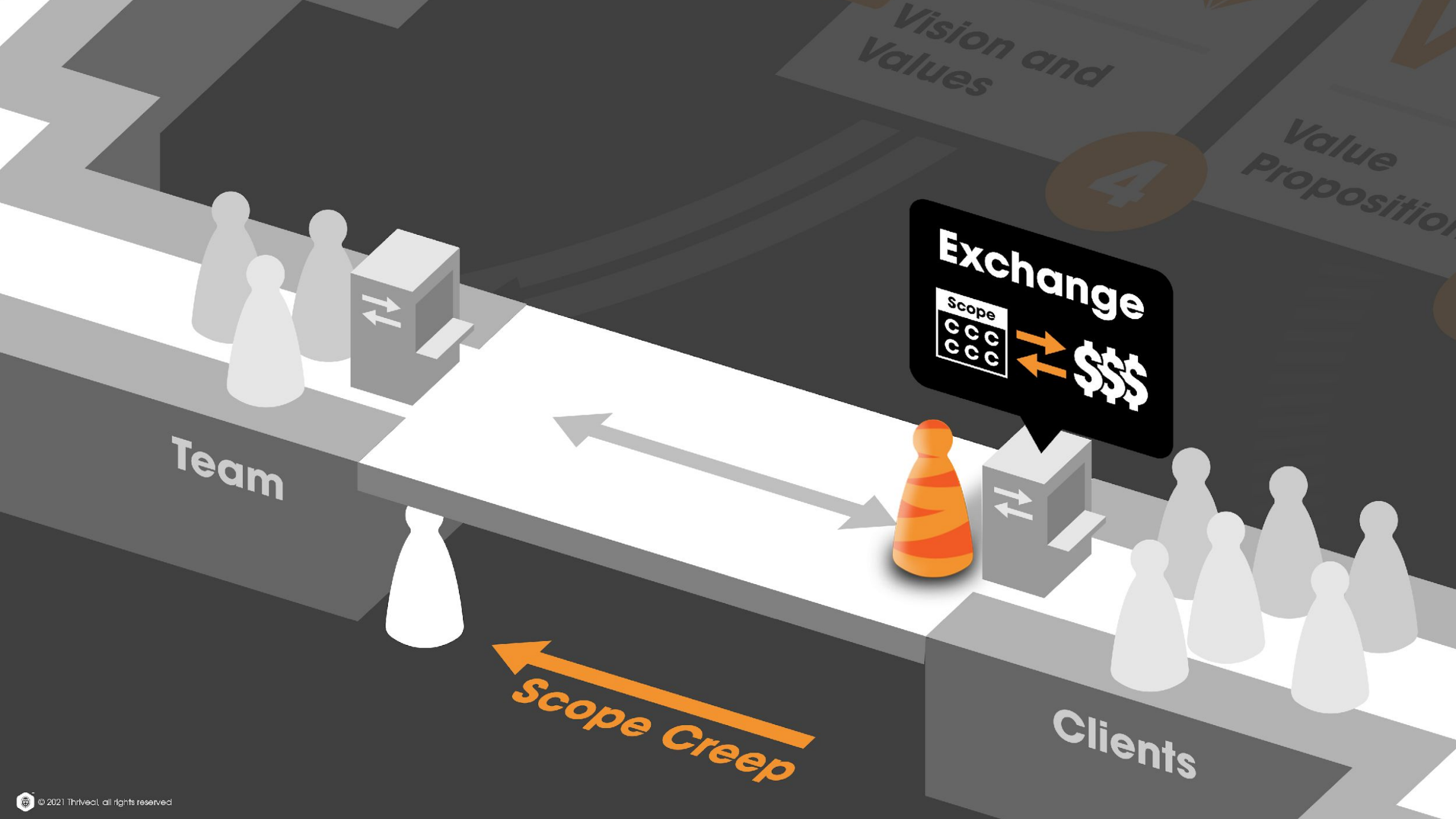


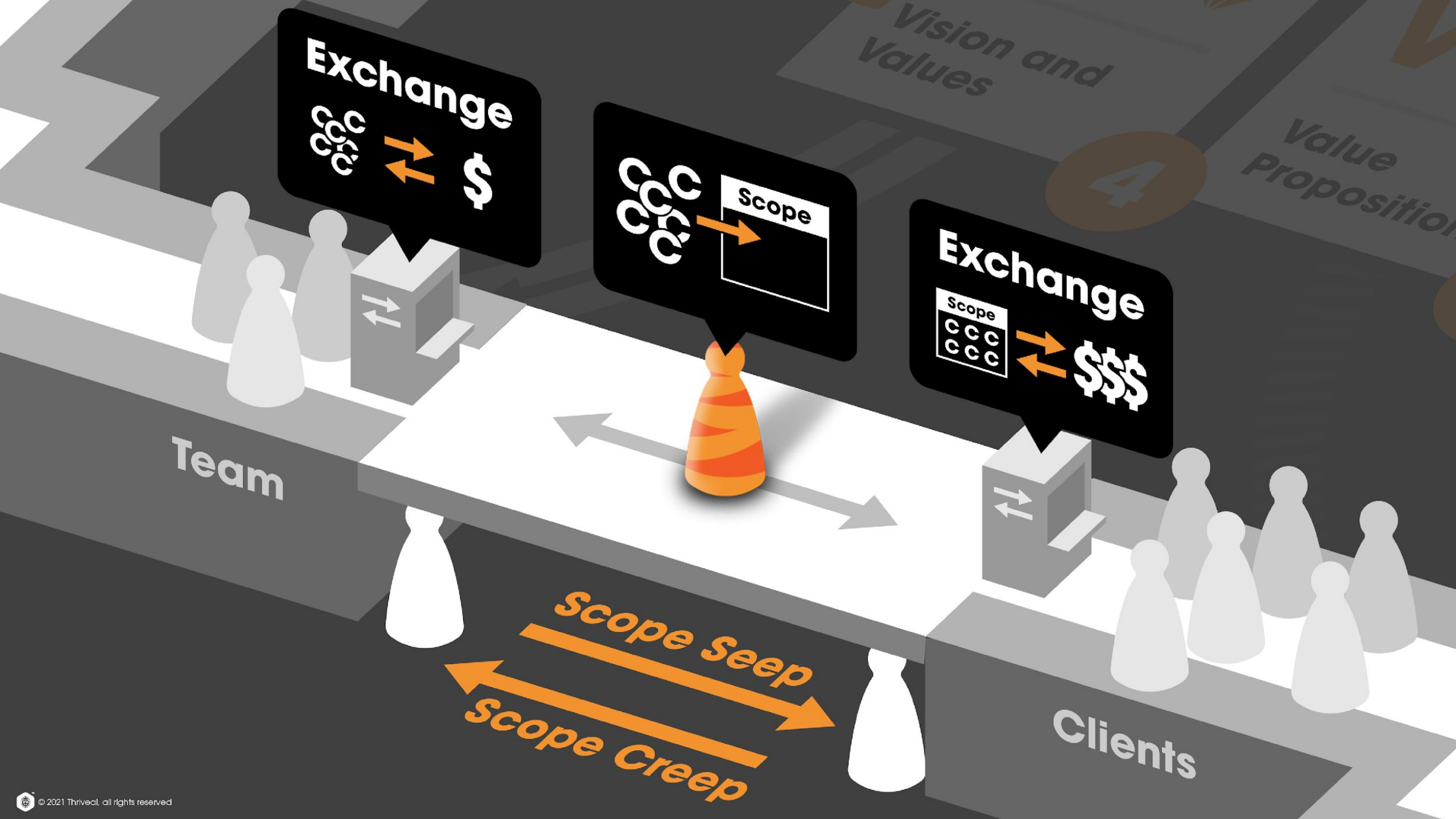




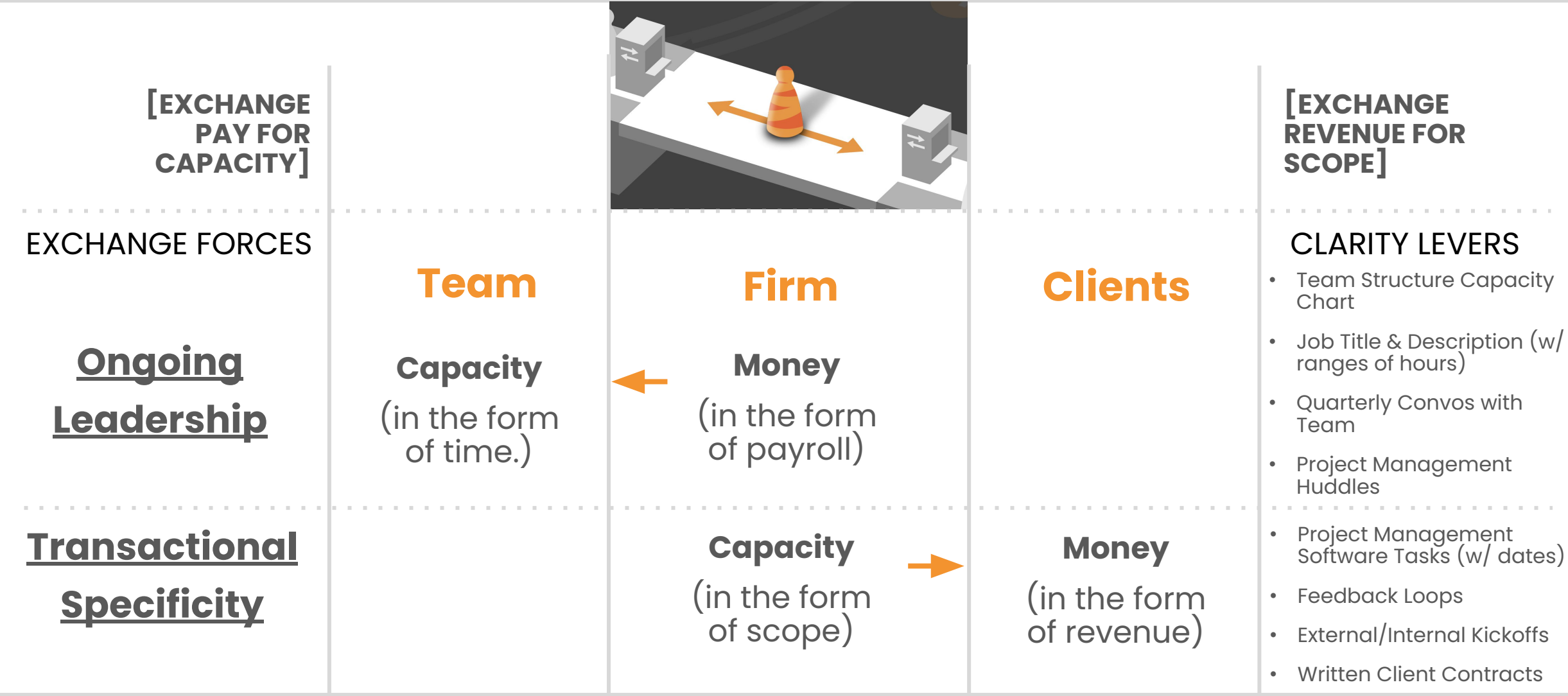








Capacity Exchange Between the Components



Capacity Perspectives & Responsibilities for the Entrepreneur

	Team	Firm	Clients
PERSPECTIVES	<p><u>Keeper</u></p> <p>"What must I give and keep in order to get paid?"</p>	<p><u>Balancer</u></p> <p>"What capacity and assignment do we have to make to receive our revenue?"</p>	<p><u>Consumer</u></p> <p>"What can we get from the firm in exchange for giving them money?"</p>
RESPONSIBILITIES	<ul style="list-style-type: none">• Maintain consistent capacity output• Work within scope• Remain flexible and collaborative• Abide by cultural core values	<ul style="list-style-type: none">• Define team commitment responsibilities• Maintain accountability around client scope• Maintain accountability around team capacity• Lead team in a safe and thoughtful culture	<ul style="list-style-type: none">• Assume value and submit resulting price• Maintain responsibilities within agreement• Remain flexible and collaborative• Consume value from firm consistently



THRIVECAST

**THANK
YOU**