

HIGH LEVEL PERFORMANCE *ZONE MAP*





ZONE 1 PERSONAL PERFORMANCE (SELF)

"Create"

Capability: Creative Confidence

MODULE 1: PERSONAL MASTERY

Fundamentals of Creative Process

Vision and Direction Setting

Structural Thinking

MODULE 2: PRIORITY MANAGEMENT

Time Blocking

Distraction Containment

Attention Control

Character Building

MODULE 3: PERSONAL PRODUCTION

Strategic Decision-making

Aligning Actions to Intentions

Developing Opportunities

Dynamic Selling Methods

MODULE 4: STRATEGIC COMMUNICATION

Balancing Advocacy and Inquiry

Mental Models and Reflection Work

Active Listening

Keeping Agreements

Delegation

Meetings, Dialogues, and Discussion

Conflict Resolution

ZONE 2 ENTERPRISE PERFORMANCE (GROWTH) “Earn”

Capability: Financial Confidence

MODULE 1: ORG FOR GROWTH

Business Vision

Business Model

Business Plan

Strategic Vision
Mapping

MODULE 2: ORG FOR MANAGEMENT

Building a
Unified Team

GARR
Who does what
by when

Hiring and
Onboarding Top
Performers

Processes, Policies,
and Procedures

Measure, Streamline
and Optimize
Systems

MODULE 3: ORG FOR CUSTOMER

Sales Planning

Customer
Relationship
Development

Unique Process
Buildout

Dynamic Selling
Methods

MODULE 4: ORG FOR FINANCE

Pro-forma Analysis

Critical Success
Factor Reporting

Budget and
Controls

ZONE 3 QUALITY OF LIFE (CAPACITY FOR BALANCE)
"Be"

Capability: Whole Life Integration

MODULE 1: HEALTH AND FITNESS

Optimal Health
and Wellness

Optimal Mental
Health

Balancing
Renewal and
Intensity

MODULE 2: INNER LIFE DEVELOPMENT

Reflection and
Inquiry

Intentional Silence
and Grounding

Personal
Cultivation

Mindfulness and
Presence

Systemic
Alignment

MODULE 3: EXTRA-CURRICULAR ACTIVITY

Travel and
Leisure

Building Strategic
Rest and
Relaxation

Meaningful
Interests and
Engagement

MODULE 4: PERSONAL FINANCE

Saving and
Investing

Building Net
Worth

Personal Budget
and Controls

ZONE 4 SOCIAL DEVELOPMENT (PEOPLE)

“Relate”

Capability: Creative Value

MODULE 1: PERSONAL SUPPORT SYSTEM

Creating Successful Relationships

Emotional Intimacy

Giving and Receiving Love

MODULE 2: PROFESSIONAL SUPPORT SYSTEM

Creating Successful Partnering

Building an Effective Managing Team

Predicting Future Performance

Gifted Boss Habits

Inspiring Value Creation

MODULE 3: BACK-OFFICE SUPPORT SYSTEM

Reinforcing and Leverage Strengths

Developing your Key People

Succession and Legacy Planning

MODULE 4: CUSTOMER SUPPORT SYSTEM

Potential Opportunities

Innovation and Strategy

Current Client Development