

Route Check™ Risk Assessment



*Some Pages From a Report for
ANY Company*

Introduction

After working with over 100 Companies during the last 13 years, we've identified 4 Risks to successful growth.

If you are vulnerable to them you may not get the results you want - improved annual profits and an increased valuation on exit.

Your answers to the survey questions have told us how well your Company or Division is currently responding to the Risks. (The Route Check™ is for established organizations that have a minimum of \$3-5 million in annual revenues.)

There are no right or wrong answers to the questions. Some Companies or Divisions will not have grown to the point where they are doing everything covered in the questionnaire. That simply means that if growing and making more money are part of their goals for the future they should consider undertaking those activities now or later.

In the future, we will also be able to tell you how your responses compare to other Companies or Divisions of a similar size.

For now, we'll look first at your overall score for all 4 Risks, then we'll look at your scores for each one individually.

Note: The design of the scoring system and the presentation of the data in this report is the work of The Tingley Advantage Inc.

Route Check

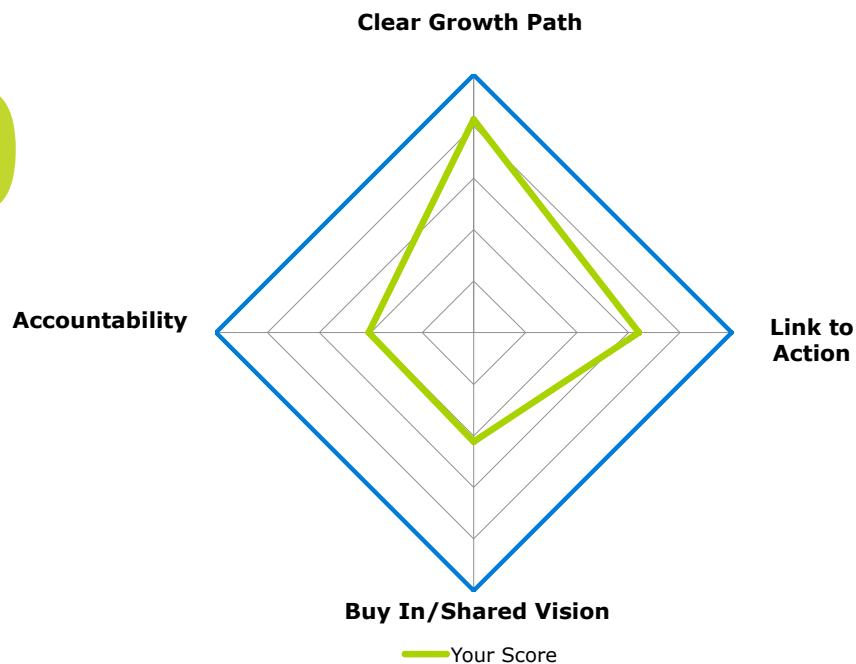
Overall Performance

This is an important section because the chart shows us how well balanced your current response is to all 4 Risks.

For example, even if you have a clear growth path and link it to action, not getting buy in from all employees or not holding people accountable will jeopardize optimal performance.

Your score, like the chart, combines your answers to the questions about all 4 Risks. The maximum number of points that you can achieve is 100.

60



Your overall score is 60 which is lower/higher than companies in the same revenue range, in your industry. You have one area of low risk, one of moderate risk and two in which you are very vulnerable.

You have a clear growth path which you have linked quite well to the actions required to deliver results.

However you are not getting buy-in from all of your team members/employees, nor are you linking the Company's goals to each individual employee's goals, thus preventing them contributing to your success.

Your greatest area of risk lies with the lack of follow up and accountability for the Action Plans you develop. This may be caused, in part, by the lack of widespread participation in your strategy development and annual business planning processes.

However lack of linkage between the Company's and each employee's goals; regular, structured follow up meetings; and poor linkage between failure to deliver results and performance reviews, compensation need to be addressed if you are to grow successfully.