

TRACKS Measurement Worksheet – Your Next Step

Instructions:

Rate each trait from 1–5 (refer to rating table below)

Use the space to capture notes or actions to strengthen your business in each area.



Rating table:

1 – Very Weak / Critical: Struggling; urgent action needed. → Take immediate steps to address gaps; seek support or guidance.

2 – Weak / Needs Improvement: Inconsistent; needs focus. → Identify key weak areas and create a targeted improvement plan.

3 – Moderate / Average: Steady; room to improve. → Implement small, consistent improvements and track progress.

4 – Strong / Above Average: Reliable; minor adjustments possible. → Fine-tune processes and enhance performance where possible.

5 – Very Strong / Exceptional: Excelling; performing at full potential. → Maintain excellence, share best practices, and explore new opportunities for growth.

TRACKS #1-6

Trait	Measure Tool	Why It Matters	Self-Score (1-5)
Tenacity	7 Traffic Lights – track progress with red/amber/green indicators	Tenacity needs clarity—know where you stand, don't ignore warning signs	
Notes/Actions			
Resilience	Zoom Out: Strategic View – step back regularly to see patterns, not just symptoms	Resilience grows when you stay connected to the bigger picture	
Notes/Actions			
Act with Purpose	Your Business = Your #1 Client – track how much you build it as an asset	Purpose shows in effort—if business isn't #1 client, growth stalls	
Notes/Actions			
Curiosity	20/80 Principle – identify which 20% of efforts drive 80% of results	Curiosity with data reveals hidden leverage points	
Notes/Actions			
Knowledge	The Power of 1% – small shifts in pricing/margins compound	Knowledge applied turns insight into transformation	
Notes/Actions			
Simplicity	5 Ways to Profitability – Leads, Conversions, Transactions, Avg Sale, Margin	Simplicity brings clarity and speed, avoiding complexity traps	
Notes/Actions			

TRACKS 7-12 Business Measures

Trait	Measure Tool	Why It Matters	Self-Score (1-5)
Profit Trail	Power of 1% – small shifts in margin create big profit changes	Sales without margin erode sustainability. True growth comes from profitable sales, not just chasing revenue.	
Notes/Actions			
Cashflow Awareness	Traffic Lights (Green, Amber, Red) – use visual cues for cashflow strength and timing	Timing is everything. Cashflow gives you the agility to seize opportunities and weather challenges. Without it, growth stalls.	
Notes/Actions			
Key Metric Discipline	Zoom-In/Zoom out- focus on the irreducible unit behind your KPI's while keeping the big picture in view.	What gets measured gets managed. By understanding the smallest units that drive results, you can make smarter decisions and avoid getting lost in noise.	
Notes/Actions			
Drivers and Outcomes	Traffic Lights (Green, Amber, Red) – track leading vs lagging indicators visibly	Leading indicators show direction before results appear. By spotting signals early, you can adjust course before it's too late.	
Notes/Actions			
Operational Efficiency	20/80 Principle – identify where 20% of resources deliver 80% of results (and where waste hides)	Efficiency means maximising value from resources. The most successful businesses find opportunities where others see waste.	
Notes/Actions			
Customer Lifetime Value	Power of 1% – small improvements in retention, service, or repeat business create exponential value.	Retention compounds over time. Loyal customers bring consistent revenue and reduce the cost of chasing constant new sales.	
Notes/Actions			

TRACKS 13-18 Personal Effectiveness

Trait	Measure Tool	Why It Matters	Self-Score (1-5)
Energy Management	I intentionally plan activities to balance output and renewal across physical, emotional, and mental domains.	Sustainable impact depends on energy, not just effort. Leaders who understand and renew their energy cycles stay effective, creative, and grounded even under pressure.	
Notes/Actions			
Boundaries & Downtime	I protect personal downtime and set clear boundaries to prevent burnout.	Without boundaries, burnout follows. Protecting space for rest and reflection ensures leaders lead from fullness, not fatigue — maintaining clarity, creativity, and compassion.	
Notes/Actions			
Continuous Learning	I maintain regular learning habits that stretch my thinking and improve my leadership practice.	Growth isn't a phase — it's a rhythm. Leaders who embed learning into daily routines remain adaptable, relevant, and inspired in changing environments.	
Notes/Actions			
Focused Decision-Making	I make decisions with clarity and confidence, aligning them with key priorities and values.	Clarity fuels confidence. Leaders who prioritize and decide with focus conserve energy, reduce overwhelm, and channel action toward what truly moves the mission forward.	
Notes/Actions			
Stress Recovery	I actively use recovery practices that help me bounce back quickly from pressure and challenge.	Resilience is built in recovery. Leaders who design renewal into their lives bounce back faster, think clearer, and sustain performance through demanding seasons.	
Notes/Actions			
Clarity of Purpose	I have a clear sense of personal purpose that guides my actions and leadership choices.	Purpose steadies the journey. A clear “why” anchors leaders through uncertainty, aligning their choices, energy, and impact with what matters most.	
Notes/Actions			

TRACKS 19-24 Team & Leadership

Trait	Measure Tool	Why It Matters	Self-Score (1-5)
Empowerment	Evaluate how effectively you assign responsibility, trust others, and free up your time for strategic focus.	Leaders who delegate multiply their impact. Empowering others not only builds their confidence but also allows you to focus on the high-value activities that drive growth.	
Notes/Actions			
Trust & Openness	Assess the level of safety in your team: can people speak up, share concerns, and admit mistakes without fear?	Psychological safety is the soil where innovation and honest performance grow. When people feel safe, they engage, contribute, and stretch beyond comfort zones.	
Notes/Actions			
Clarity & Feedback	Review the quality and frequency of your feedback conversations. Do you communicate expectations and appreciation clearly and directly?	Feedback keeps the pride sharp. Clear, constructive, and courageous communication builds alignment, accountability, and trust.	
Notes/Actions			
Alignment	Measure how well your team understands and connects with the vision — can they articulate it and see their role in achieving it?	Shared vision transforms activity into aligned action. When everyone sees the same destination, energy and effort move in one direction — accelerating results.	
Notes/Actions			
Appreciation	Observe how consistently and meaningfully you recognise effort and celebrate wins, both big and small.	Recognition fuels momentum. When people feel seen and valued, their motivation deepens, commitment grows, and the team's energy lifts.	
Notes/Actions			
Team Synergy	Assess how intentionally you blend diverse strengths and perspectives across your team.	Collaboration across skills unlocks creativity and resilience. When strengths complement one another, results multiply and silos disappear.	
Notes/Actions			