



PIECES OF EIGHT

- Have you identified a well-formed question that, married to well-formed direction, could significantly and positively impact your business this year? YES/NO

If YES:

1. Is the State of the Captain in order? **[Is the Captain's mindset aligned with his stated values?]**
2. Has the State of the Ship been considered? **[What is the capacity of the business and crew?]**
3. Are we confident of the Ship's position? **[What are the business's capabilities and whitecap state?]**
4. Is the next Waypoint clearly defined? **[What is the next BHAG-aligned SMART objective or goal?]**
5. Is the State of the Sea understood? **[Have the market and economic variables been evaluated?]**
6. Are the Captain and Ship a match for the journey? **[Are there any skill or experience gaps?]**
7. Are the essential provisions on board? **[Are the proper metrics, dashboards, and triggers in place?]**
8. Have you communicated the Direction clearly? **[Is the crew oriented, aligned, and ready?]**

