



My “Planning” Growth Zone Rating

Rate yourself across the five stages of the Systems Growth Zone®.

STAGE 1	STAGE 2	STAGE 3	STAGE 4	STAGE 5
I don't have a business plan.	I started to make some notes but didn't get far.	I have the elements of a plan but need to pull it together.	I have a documented plan but it needs work/updating.	I have a business plan I keep up to date and reference often.
I spend no time each year planning my business.	I try to book time in to plan but don't get to it as much as I'd like.	I spend a bit of time planning my business at the start of the year.	I plan throughout the year sporadically when I can find time.	I regularly take time out to dream plan and review my business.
I am unclear on my vision.	I've clarified my vision previously, but it needs updating.	I have a clear vision, but it's not documented.	I have a clear, documented vision.	My vision is clear, documented and is driving me and my business.
I find planning a chore. Not sure what I'm doing.	I avoid planning. It's just not my 'thing'.	I am ambivalent about planning (undecided about it.)	I'm warming to planning more. I'm getting clear on the process.	I love planning my business and feel confident doing it.
A business plan is not essential to me. It's a 'nice to have'.	A business plan is a low priority in my business.	A business plan might be useful for the bank manager, but not useful to me in my business.	A business plan is useful and important to my business.	A business plan is essential to my business and a core part of what guides my actions.
I have some ideas about my 12 months goals, but still getting clear.	I have set my 12-month goals but not sure they are all relevant to the vision I have for my business.	I have too many goals for a 12-month time frame. I want to 'do it all'!	I don't write down my goals, but I think they could be better aligned to my overarching vision.	I have big goals, short-term and long-term goals clearly mapped out and aligned with my vision.
I don't have a clear plan of my 12-month projects.	I have some idea of projects I want to execute, but nothing firm.	I feel distracted and unsure where to put my energy next.	I have projects locked into the calendar and I'm stacking momentum from one to the next.	I am clear on the direction and projects for the next 12 months.
TOTAL _____	TOTAL _____	TOTAL _____	TOTAL _____	TOTAL _____

Which stage(s) between 1 and 5 are you MOSTLY in right now?

How do you feel about your business in relation to the PLANNING Growth Zone?

What area(s) of the PLANNING Growth Zone can you focus on next to make progress in this Zone?