

“When you’re ready to scale, it is all about execution. This has major implications for how you organize your company and how you manage your team.”

MONITORING YOUR METRICS:

Don’t fudge the metrics. You’ve calculated your economic model to predict your future profits from current losses. Now, don’t be overly optimistic. Pay attention to the metrics that signal the greatest impact on your business and be realistic in your measurements.

Keynote Lecture Notes:

Impact Question: What will you do differently as a result of what you’ve learned from this module?

Questions for you, the entrepreneur

1. Am I being realistic with myself in analyzing these future profits according to the existing metrics?
2. What are the one to two key metrics my team and I should focus on?
3. Does my team know these key metrics?
4. Have I set aggressive, engaging goals around them?

Questions for the team

1. What are the key metrics the team is focused on for the company?
2. Are we engaged around and excited about these metrics?

Additional Resources from www.KauffmanFoundersSchool.org

<h3>Readings</h3> <p>Notes:</p>	<h3>Founder Genius</h3> <p>Notes:</p>
<h3>Other Related</h3> <p>Notes:</p>	<h3>Tools</h3> <p>Notes:</p>