

“You have to persevere to turn a vision into a reality. You have to have a passion for inspiring other people, whether it’s your employees, your customers or investors. And the reward is seeing the impact your company can have on people.”  
- Matt Blumberg

**Creating Your Company’s Operating System:** I realized early on that one of the best things I could do for the company, in terms of running it, was to create something I call the company’s operating system. It’s where the hardware meets the software, or where the people meet the business.

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. How does my vision for the company translate into work steps that can be monitored for progress?
2. How do I structure my annual plan? Is this efficient, or are there still holes in this idea?
3. What is my theme (or themes) for the year? Are my employees aware of it?
4. What initiatives form the building blocks of my theme?
5. What are the milestones of each initiative?
6. How do I make sure everyone in the company knows how we are performing against these milestones (quarterly assessments, all associate meetings, etc.)?

## Questions for your team

1. What is the theme (or themes) for the year?
2. What initiatives form the building blocks or initiatives of the theme?
3. What are the milestones of each initiative?
4. Is there a process in place to ensure everyone in the company knows how we are performing against these milestones? Is it efficient?

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| <p style="text-align: center;">Readings</p> <p>Notes:</p>      | <p style="text-align: center;">Founder Genius</p> <p>Notes:</p> |
| <p style="text-align: center;">Other Related</p> <p>Notes:</p> | <p style="text-align: center;">Tools</p> <p>Notes:</p>          |