



## Success Team Application

**Initial Business and Identification information**

*Identifying information:* Name, contact information, name of business

*Demographics:* business size, revenue range, # of employees

*Type of business:* Product or Service provided, Type of Customer served, (industry code?)

**What decisions and initiatives would be valuable for you to discuss on your success team? Please prioritize each topic based on your level of interest and priority in your business this year.**

Business Topic	High Priority	Med Priority	Low Priority	Not Applicable
1. Increasing my revenue / customer base				
2. Running my current business more profitably				
3. Managing my time more effectively				
4. Developing new products and / or services				
5. How to effectively manage rapid growth				
6. How to recruit new employees				
7. How to train and develop employees				

8. How to move between being a manager to being a leader				
9. Succession planning				
10. Identifying how to get to the next level, and how to scale				
11. Running my business more efficiently, with better systems				
12. Learning how to make better use of technology in my business				
13. How to brand / market myself more effectively				
14. How to differentiate myself from my competition				
15. Changing / improving the culture in my organization				
16. Identifying how I might be getting in my own way				
17. Making quicker and more effective decisions				
18. Managing my energy and motivation				
19. Managing my stress				
20. Connecting with others – pulling out of isolation				
21. Connecting with others – building more strategic alliances				
22. Connecting with others – networking more effectively				

23. Managing my finances more effectively				
24. Easier accounting and budgeting practices				
25. Discussing best practices with other business owners				
26. Building my overall confidence as a business owner				
27. Increase awareness of my personality so I can be more effective with others				
28. Overcoming my discomfort of selling myself or the business				
29. Handling conflict with employees, vendors, and / or customers more effectively				
30. Improving communication skills/more powerful presentations				

**What other topics / issues do you think would be important to discuss on the team?**

**What do you want to get out of your experience on the success team?**

**Things to know about Success Teams:**

1. Success Team meetings will be held every other Tuesday for six months. Some of these will be conference calls, others will be in person. After joining a team, you will be expected to attend at least 10 out of the 12 meetings. You will also be required to participate in a general orientation meeting which will be held before your first success team meeting.
2. You will be placed on a team based on your answers to this questionnaire. Expect your team to be diverse, with some shared priorities. We have found that this type of group provides innovation, creativity and the best kind of support system.
3. All discussions within a group will be considered strictly confidential. You will be required to sign a statement of confidentiality.
4. The investment for a six-month Success Team membership is \$600. You will receive a receipt for tax purposes.

**Fax, email, or mail this completed form to:**

NAWBO-OC  
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We will contact you regarding payment after receiving your application.