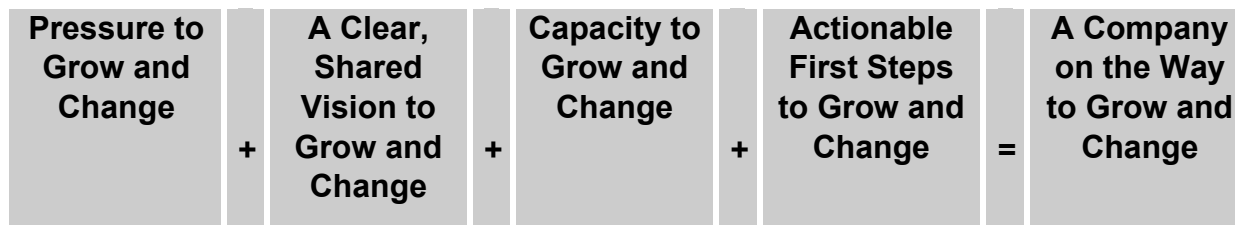


DO IT YOURSELF (DIY) OR BRING IN OUTSIDE HELP?

If you aspire to create 8-Figure Growth and you've accepted that you need some additional focus from you and your firm to make this happen, you probably realize that you have choices on how to do this. Simply stated you could:

- “Do-It-Yourself” (DIY) by doubling down and driving your organization forward. This is probably attractive to you as it builds on your success to date, you can hold yourself accountable and as you achieve your goals you can truly take credit for them.
- You can engage an advisor and say “Do It With Me” (DIWM). The advantage of this approach is you keep in control of the entire process, which makes sense, as it is your company, your money and your ultimate accountability. Working in partnership with the right advisor leverages your and your company’s strengths while having an objective, unbiased and detached expert can accelerate your efforts and achieve the results you want.
- You can have say, “Do It For Me” (DIFM) and bring in a proven leader in the form of a president who can run your business under your direction and to your satisfaction. The advantages are that you stay in control, but to acknowledge that someone can run the business day-to-day better than you can and that you're willing to relinquish direct control of your business.

What's involved in choosing to DIY, DIWM, or DIFM? If you and your business have the skills, resources, passion, ability to change, the decision may be simple. How can you tell what approach your organization needs to create 8-Figure Growth? What follows are the key factors needed for an organization to grow and change.



Do you have all these factors place? Or are you missing one of the following?

DO IT YOURSELF (DIY) OR BRING IN OUTSIDE HELP?

| | + | A Clear, Shared Vision to Grow and Change | + | Capacity to Grow and Change | + | Actionable First Steps to Grow and Change | = | Bottom of the "In Box" |
|-----------------------------|---|---|---|-----------------------------|---|---|---|----------------------------------|
| Pressure to Grow and Change | + | | + | Capacity to Grow and Change | + | Actionable First Steps to Grow and Change | = | A Fast Start that Fizzles |
| Pressure to Grow and Change | + | A Clear, Shared Vision to Grow and Change | + | | + | Actionable First Steps to Grow and Change | = | Anxiety, Frustration |
| Pressure to Grow and Change | + | A Clear, Shared Vision to Grow and Change | + | Capacity to Grow and Change | + | | = | Hap-hazard Efforts, False Starts |

Where do you believe your organization stands today? Is it missing one of the four factors and if so are you experiencing the challenge you see above? Now ask yourself to solve this dilemma, is it best that I:

- DIY?
- DIWM?
- DIFM?

In part two of this exercise, we will explore which one is best for you.

Have questions and thoughts on how to do this? Contact me at (412) 973-2080 or abirol@andybirol.com.

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