



Stages of Growth

Building the foundation for business growth and profitability by design

Growth Curve X-Ray Process

Growth Curve starts with the big picture and works downward to specific problems. By starting from a top-down global view, leaders create focus, identify the end goals, and the various steps required to accomplish those goals. In essence, leaders open the door to total system examination and total organizational improvement by:

- Determining a company's current stage of growth
- Assessing a company's past, present and future
- Identifying specific challenges impacting growth
- Clarifying explicit desired results

Uncertainty and Ambiguity Creates Chaos

As leaders, we are painfully aware of the reality best stated as, "If you're not growing, you're dying." Many leaders look toward the future with uncertainty and remain indecisive about how to grow their company. Why the uncertainty? Why the hesitancy to make decisions? Most importantly, what is this mindset costing us? It's easy to come up with answers to the first two questions and to stay with the status quo. The answer to the third question may be more shocking to the system. Just maintaining the status quo will stop your company from growing, and every leader knows what results will be if that happens.

Leadership Accountability

It's not enough to share a dream, a desire or a hope for the future. It's time for organizations to start making intentional decisions about not only how they are going to grow but also how they will thrive. It is time for business leaders to not only be responsible for business, but to be accountable for it. It is hard to take accountability when feeling out of control, and it is hard to be in control when dealing with the multiple levels of ambiguity.

Charting a Path for Direction Clarity

There has to be a plan to navigate the inevitable shift between chaos and equilibrium that a company experiences on a regular basis. How will you as a leader navigate the company's growth curve, find the requisite balance, and determine what role your employees will play as you move from one stage of growth to another? Every company faces challenges within each stage of growth that must be addressed.

A Prescription For Direction Clarity

TTI Growth Curve X-Ray, is a program that helps diagnose growth, address emerging issues and calibrate companies to make the most of key opportunities. Imagine if you could tell your employees where your company is now, where it has been, and exactly where it's going. Knowledge is powerful. When employees understand what the company is doing, why it's doing it, where it came from, and where it's going, this knowledge dissolves ambiguity. Employees will be engaged in the organization's future, allowing them to align with the company's vision and goals.

Get On the Growth Curve

With Growth Curve X-Ray, your leadership team can quickly assess a company's stage of growth. A passionate discussion focused on critical facts strategically aligns the leadership team, organizational goals, and staff. With clarity, you are able to secure the legacy of past successes, diagnose the current critical needs and challenges while planning for future growth.

Projectivity Solutions

Recognized as the leading expert in accelerating organizational performance and Growth Curve Strategy™, Projectivity Solutions provides consulting, mentoring, and leadership development for executives and their teams, enabling them to be more productive and profitable. Their precision services combine essential knowledge and skills with a way-of-working that accelerates organizational performance. Services are performance proven to deliver organizational excellence including increasing profitability, reducing operational costs, improving product quality, enhancing customer service, attracting and retaining highly motivated staff, and building trust and collaboration at all levels of an organization.

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