

3 steps to great finance

#1—Know and Teach the Rules

We actively teach classes about how business finance works, and we regularly run games and bonus plans for all involved in the organization.



#2—Keep Score

We hold weekly huddles in each area of the ZCoB where we keep score of how we're doing in playing the "game of business." In these huddles we're essentially looking at the "box score" of the business part way through our "game," and then planning ahead to ensure that when we get to the "end of the game," we'll have won.

At these huddles front line folks like you:

- a) report on our performance on all three bottom lines for the previous week and period to date
- b) forecast the results we're going to show and the action steps we're going to take for the coming week and for the full period we're in in order to assure success!
- c) calculate our progress toward the current games and bonus plans we've got in place.
- d) summary notes from the huddle/meeting are distributed all over the organization to share results, upcoming action steps, and forecasts with as many people as possible.

The huddles are open to all involved in the ZCoB. If you want to really be a player in the ZCoB this is the place to be—anyone who's going to effectively provide leadership, anyone who really wants to make a difference, anyone who really wants to learn the great game of business in order to help bring success for themselves and everyone around them really needs to be there. See you there!

#3—Share the Winnings

When we're playing the game well, everyone knows how we're doing at the end of each huddle. When we're winning we're paying out bonuses and prizes on a regular basis, and the organization is financially healthy, with cash on hand to support operations, show a healthy balance sheet, and facilitate needed capital purchases.