



BLOG

# 6 KEYS TO HELP YOU GET WHAT YOU WANT FROM YOUR BUSINESS

BY KEN DEWITT | FEBRUARY 17, 2020



It may be that you and your leadership team feel frustrated and stuck, not getting what you want out of your business. What's worse is that you may not even be able to put your finger on the reasons why.

This video from EOS® founder Gino Wickman discusses the **Six Key Components™** you need to strengthen in order for everything in your business to fall into place, helping you get everything you want from your business:



- Vision
- People
- Data
- Issues
- Process
- Traction

## BUSINESS MANAGEMENT MODEL FOR ENTREPRENEURIAL COMPANIES AND LEADERSHIP TEAMS



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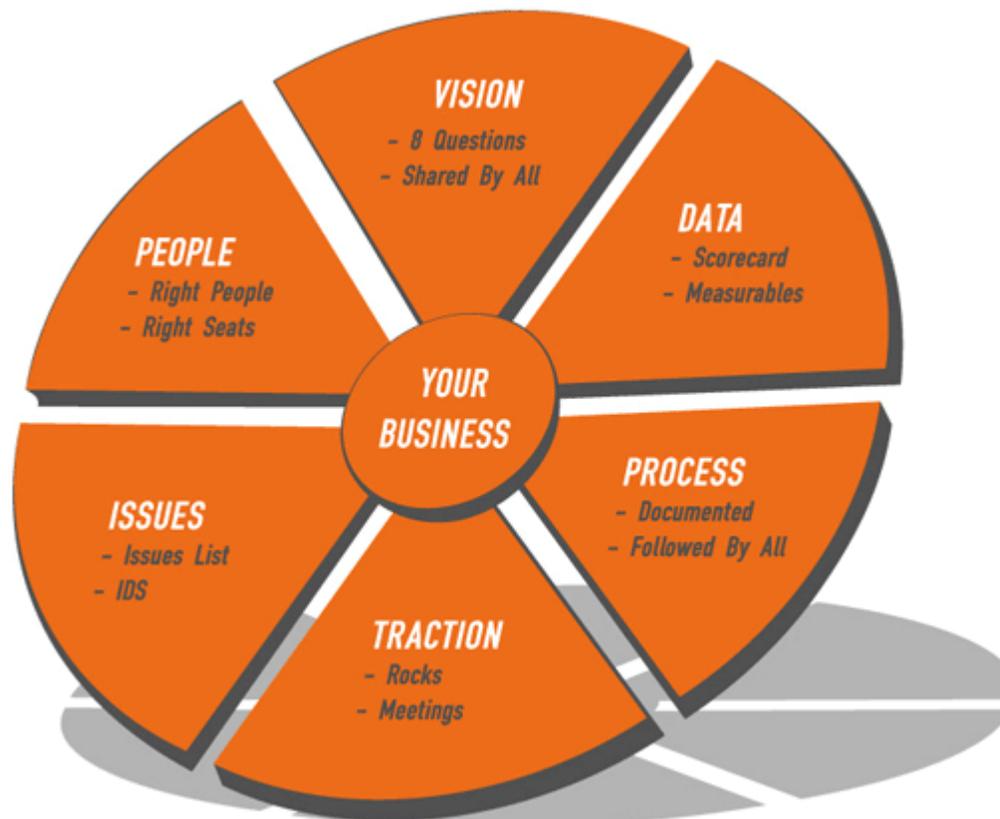
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# THE EOS MODEL

The EOS Model™ provides a visual illustration of the **Six Key Components™** of any business that must be managed and strengthened to be a great business. This model applies to big and small businesses alike, in any industry.



## THE **SIX KEY COMPONENTS** OF ANY BUSINESS

**Vision.** Strengthening this component means getting everyone in the organization 100 percent on the same page with where you're going and how you're going to get there.

**People.** Simply put, we can't do it without great people. This means surrounding yourself with

great people, top to bottom, because you can't achieve a great vision without a great team.

**Data.** This means cutting through all the feelings, personalities, opinions and egos and boiling your organization down to a handful of objective numbers that give you an absolute pulse on where things are.

With the Vision, People, and Data Components strong, you start to create a lucid, transparent, open and honest organization where everything becomes more visible and you start to “smoke out all the issues,” which leads to...

**Issues.** Strengthening this component means becoming great at solving problems throughout the organization – setting them up, knocking them down and making them go away forever.

**Process.** This is the secret ingredient in your organization. This means “systemizing” your business by identifying and documenting the core processes that define the way to run your business. You'll need to get everyone on the same page with what the essential procedural steps are, and then get everyone to follow them to create consistency and scalability in your organization.

**Traction®.** This means bringing discipline and accountability into the organization – becoming great at execution – taking the vision down to the ground and making it real.

“

*To the degree you focus on strengthening these Six Components as leaders and managers, everything will fall into place. That will move your business into the top 5 percent.*

”

**Gino Wickman**

Founder of EOS

**SOLVE YOUR MOST PRESSING ISSUES...FOR**

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Understand your performance in each of the Six Key Components of your business.

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Follow this proven process to purely implement the EOS Tools and get the results you want.

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## THE EOS TOOLBOX™

Use this complete set of practical tools to strengthen the **Six Key Components** of your business.

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