

A – Current State

Briefly describe your core business today.

Question prompts:

- *Where are you winning in the market?*
- *What are the current strengths/capabilities across your team?*

B – Future State

What do you want the business to look like in the future?

Question Prompts:

- *What's the time horizon to get here?*
- *How will you measure success?*

Your Score

/ 5.0

1. How do you define grit?

2. Proof Points

3. Growing Grit

1

2

3

4. What's your level of buy-in? (1: Low, 5: High)

1 2 3 4 5

5. Will you work on growing your grit?

Yes

No

Grit Game Plan – Learn more at www.craiglemasters.com

Based on your Destination Ecosystem, describe the types of operators you need to find. Focus on their knowledge & experience rather than title.



Ecosystem Topic(s):

Knowledge:

Experience:



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Experience:



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Experience:



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Experience:

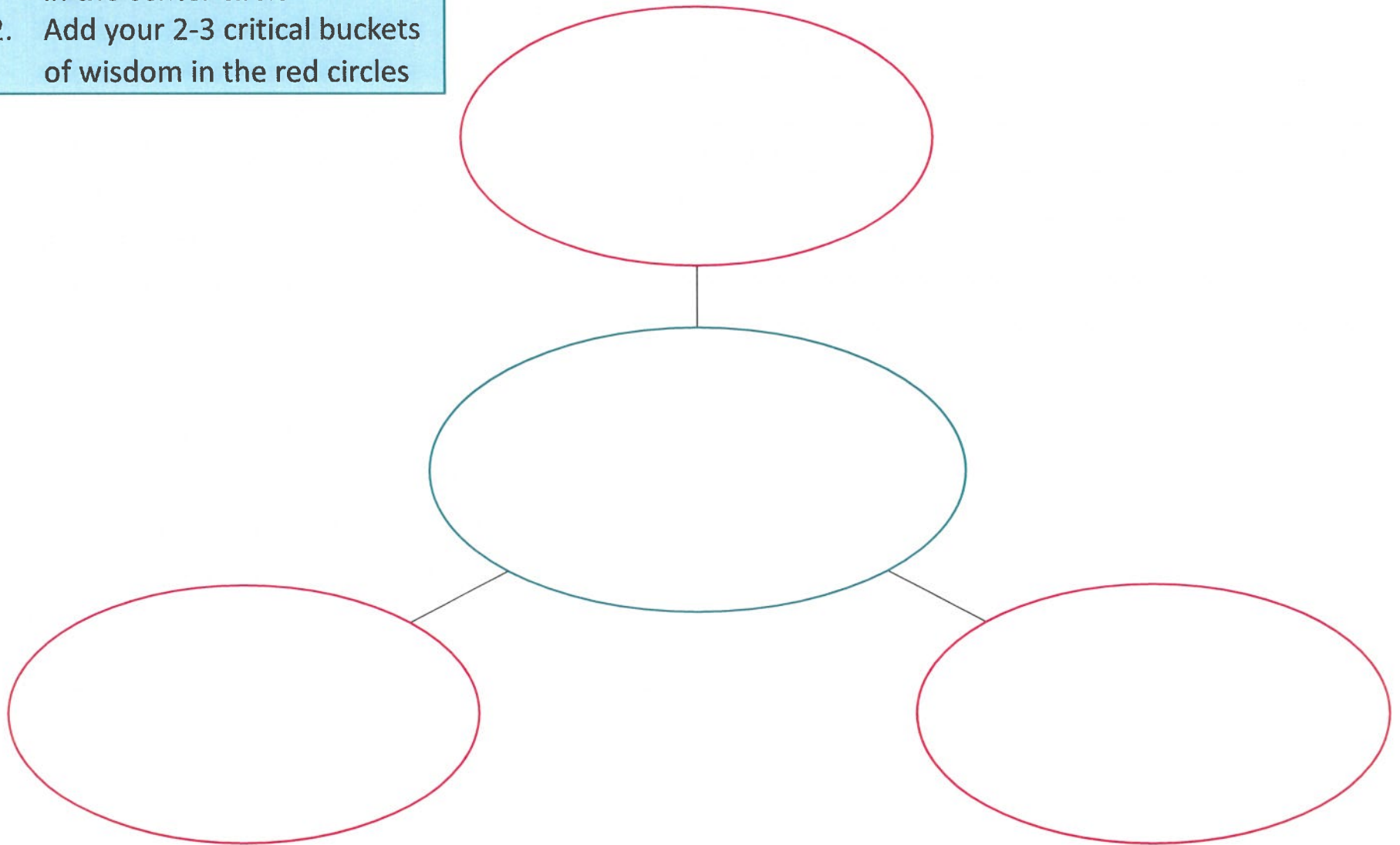


Ecosystem Topic(s):

Knowledge:

Experience:

1. Briefly summarize your "B" in the center circle
2. Add your 2-3 critical buckets of wisdom in the red circles



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