# 2 YEAR EOS OVERVIEW

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<tr>
<th>Month 1</th>
<th>Month 2</th>
<th>Month 3</th>
<th>Month 6</th>
<th>Month 9</th>
<th>Month 12</th>
<th>Month 15</th>
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<td>FD</td>
<td>VB1</td>
<td>VB2</td>
<td>Q</td>
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### Tools
- **Month 1:**
  - Hitting The Ceiling/5 Leadership Abilities
  - Accountability Chart
  - Rocks
  - Level 10/ Meeting Pulse
  - Scorecard
  - GWC
  - IDS

### Homework
- Focus CD 2x
- 2 HBR Articles
- Good to Great Chps 1-5

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<td>Just Checking In &amp; 1 Call</td>
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### Tools
- **Month 6:**
  - Foundational Tools
  - Rollout
  - V/TO
  - Acct. Chart

### Homework
- Vision CD 2x
- Finish Good to Great
- 4 Obsessions

### Tools
- **Month 9:**
  - EOS model w/ %
  - Toolbox Review
  - Foundational Tools
  - Rollout
  - Rocks
  - L10
  - Scorecard

### Homework
- E-Myth Revisited
- 5 Dysfunctions (Always before Annual)

### Tools
- **Month 12:**
  - Trust Builders
  - Foundational Tools completely rolled out

### Homework
- Get A Grip
- Bring existing SWOT to Annual

### Tools
- **Month 15:**
  - EOS Model Review %
  - 8 Cash Flow Drivers

### Homework
- Traction
- Get A Grip
- Bring existing SWOT to Annual

### Tools
- **Month 18:**
  - Kolbe

### Homework
- Get A Grip
- Bring existing SWOT to Annual

### Tools
- **Month 21:**
  - Trust Builders
  - Foundational Tools completely rolled out

### Homework
- Get A Grip
- Bring existing SWOT to Annual

### Tools
- **Month 24:**
  - Kolbe

### Homework
- Get A Grip
- Bring existing SWOT to Annual

### Tips:
- Every client moves at their own pace (this is the rule) Foundational Tools – 3-12 months for all 5/not every client rolls out all 5 to entire organization
- Toolbox tools are rolled out based on clients expectations (rule is LMA (including 5-5-5 & Clarity Break), then 8 Cash Flow Drivers, then Kolbe)
  - Trust builders at Annual
  - Assistant Track & 3 Step Process Documenter when ready, Implementer’s Discretion
- Send Just Checking In between every session after VB2 at Half Way Point
- Send Pre-Session E-Mail & Payment Reminder 7-10 days prior to every session
- Call 3-7 days before every session – Troops ready/Heads Ups?
- VB2 to Q is not always 90 Days (Usually shorter)
  - Get them in their Quarter
- Annual falls where it falls based on client annual plan/pulse
- Average client is with us 18-24 months