

Our Company's Trust Quotient Inventory

Have each of your executive team members individually evaluate and then discuss your company's current "Trust Quotient."

Rate each of the following statements on a scale of 1 (Strongly Disagree) to 5 (Strongly agree) and total your results:

- _____ 1. I make daily business decisions based on our company financial information.
- _____ 2. Our company confidently makes daily decisions based on information from our systems (CRM, ERP, etc).
- _____ 3. We have a low employee turnover rate.
- _____ 4. We have a highly engaged and productive workforce.
- _____ 5. Speed of execution is a competitive advantage of our firm.
- _____ 6. I regularly delegate important tasks to my direct reports/employees.
- _____ 7. My delegated actions are regularly done effectively and on time.
- _____ 8. Our company has a high percentage of repeat customers and referrals from customers.
- _____ 9. Our company is highly profitable (in the top 25% in our industry).
- _____ 10. I am currently developing someone within our company as my successor.
- _____ **TOTAL SCORE**

SCORE:

- 50-45 - Congratulations, Rock Stars on the high trust company you've built!
- 44-35 - You're almost there: what is the one area that you want to focus on now?
- 34 and less - Prioritize the top two areas that need your attention