



Know the Rules – Win more often!

1-Page Tool

Test & Perfect your **Master Rules: People, Process & Situations**

One of your Master Rules is: *Manage Cash*

You know **Why, Who & How** your **People** are following this **Master Rule**...they know the details.

Situation 1: Your sales people have been working to sign up a new Client. This new Client wants 120 days to pay...and your sales people say the deal contains 40% gross margin.

What will your **People** do in response to **Situation 1**?

Step 1: Summary of the **People** involved and the existing **Processes**:

Step 2: Summary of the areas where **Situation 1** conflicts with the guidelines of **The Master Rule**

Step 3: The outcome you desire: How you want your **Manage Cash Master Rule** to work in practice

Step 4: The **People** and/or **Process** changes you must make to ensure this **Master Rule** is performed
