THE PASS METHOD

Your position, regardless of what it is, must have a goal.

What is the goal of your position?

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_____

_____

How often is it measured?

_____

_____

_____

How is it measured?

_____

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THE PASS METHOD

You must have a system for ongoing communication with your team.

What Key Performance Indicators do you communicate?

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_____

_____

_____

How do you prioritize those KPIs?

_____

_____

_____

What method do you use to communicate?

_____

_____

_____

How frequently do you communicate?

_____

_____

_____

THE PASS METHOD

Problems, Perceptions, and Assumptions

What is your perceived problem? (ex: Referrals are down)

_____

_____

_____

What is your perceived result? (ex: Without new referrals, our revenue will drop and we won't be able to operate normally)

_____

_____

_____

What are your metrics? (ex: How many referrals do we need in order to break even? How many until we get to a profitable level?)

_____

_____

_____

What are your assumptions? (ex: referrals are down because many of our referral sources are no longer open)

_____

_____

_____

_____

_____

PASS METHOD

THE PASS METHOD

Problems, Perceptions, and Assumptions

What are your proposed solutions to the perceived problem? (ex: Pivot; target only referral sources that are open and operating)

_____

_____

_____

_____

_____

What is your measurable goal? (ex: Get 10 referrals by Monday)

_____

_____

_____

What is your plan? (Remember to implement the biggest potential impact solutions first.)

_____

_____

_____

_____

_____

THE PASS METHOD

Matching Strategies to Assumptions & Assumptions to Solutions

PASS METHOD

ASSUMPTION	SOLUTION	STRATEGY

THE PASS METHOD

Matching Strategies to Assumptions &
Assumptions to Solutions

If _ _ _ _ _ _ _ _ is true, what is the most effective solution?

_____

_____

_____

_____

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_____

What will you track to ensure those solutions work?

_____

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