

THE PATH TO SCALE

A Master Class to 10X Your Business

10X YOU
YOUR TEAM
YOUR BUSINESS

www.10X-e.com

VUMELA
Enterprise Development Fund

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GROWTH



PATH TO SCALE OVERVIEW

Come learn 'The 12 Disciplines of 10 X Entrepreneurs™' – the tools and techniques the world's greatest entrepreneurial leaders employ to manage The Path To Scale.

Spending your days fighting fires, dealing with mounting team issues, increasing customer complaints and operational crises? If you're scaling a business, you're probably experiencing exponentially increasing growing pains: the symptoms designed to tell you the business is changing, and your 'leadership technology' needs to change too. Scaling a business for the first time is a herculean leadership challenge. But there is a science to scaling up. Come learn the specific tools and disciplines that help Scale Up leaders manage the challenging Path to Scale.

BOOT CAMP

OBJECTIVES

This 3-day Path to Scale Boot Camp will empower entrepreneurial executives with an understanding of the little-known science of scaling up, including:

1. The core growth constraints – the unexpected forces that exponentially increase chaos as your business grows
2. The 12 Disciplines of 10X Entrepreneurs™ – the tools & techniques that skilled Scale Up leaders use to build the right foundations for scale and overcome the constraints to growth
3. The 10X Entrepreneur™ Operating System – a systematic approach to scaling up by applying the 12 disciplines of 10X Entrepreneurs

FACILITATOR

JASON GOLDBERG

Entrepreneur, Investor, Scale Up Strategist and Scale Up CEO
Partner

BOOT CAMP

FOCUS AREAS

- Company lifecycle stages: The stages, dynamics, risks and key success factors
- Core Growth Challenges: the fundamental dynamics at work creating exponentially growing chaos as you scale, and how that chaos manifests
- No Man's Land: how you get there, how you get stuck, and how to get out
- Company Scale Up transitions: shifts in business management required to Scale Up successfully
- Leadership Scale Up transitions: shifts in leadership roles required to Scale Up
- The 12 Disciplines of 10X Entrepreneurs
- Your Path To Scale X-Ray - 'locating' your venture's greatest constraints to growth
- Your Path To Scale - your plan to address growth constraints and scale up
- The 10X-e OS - Putting it all together in an Operating System of integrated disciplines, rhythms, and tools for Scale Up management teams



WHO SHOULD ATTEND?

- CEO's and Senior Executives in early stage and growing businesses
- Investors and Board members in early stage and growing businesses



DAY 1

#	TITLE	DESCRIPTION
1	Scaling Up: The 12 Disciplines to go 10X	Why is it so hard to scale a great product into a great company? What are the keys to success? This session focuses on the core challenges every scale up entrepreneur must overcome, and the 12 Disciplines of entrepreneurs who go 10X
2	10X Value: Translating growth into value	Bigger is not always better. Learn how to create enterprise value as you scale
3	10X Teams: Building teams that flow	One of the largest costs on your P&L (sadly, never measured) is the opportunity cost of team members not 'in flow'. This session focuses on a practical tool to get everyone more in flow, more of the time.

DAY 2

4	10X Strategy: Building a magnet for sales	Ironically, great tech / core value proposition will not save you from mediocrity. This session focuses on how to avoid drifting into mediocrity, and instead scale up excellence
5	10X-eCution: Winning at scale	The larger you grow, the bigger the disconnect between strategic plans and coal-face action and outcomes. Learn how to EXECUTE! by keeping people in sync with company priorities, using the core disciplines and tools of execution that directly couple strategic plans and coal-face actions
6	10X Leadership: Building a leadership team that Multiplies talent	Another one of the largest unmeasured costs on your P&L is falling short of leadership greatness. The missed opportunities, deflated productivity, talent churn and costs of people simply not caring that much are astronomical. This session focuses on the 3 distinct leadership challenges in Scale Ups, and some practical and affordable tools for Scale Ups to drive rapid leadership growth
7	10X Boards: Building boards that drive scalability	Building boards is a narrow, treacherous road. Failing to build a strong board will hamper your growth. But most Scale Up Boards are worse than no Board! Learn how to build a Board that helps you scale

DAY 3

8	10X Talent: Systematically building A-Teams	We all know how important talent is. But how do you avoid the 'hiring as lottery' game? This session is a condensed presentation of a systematic approach to scaling an A-team, covering the invisible landmines that sabotage your hiring efforts, and 5 of the most crucial tools to get hiring right.
9	10X You: Scaling yourself ahead of the business	The irony of Scaling Up is that most successful Founders get outgrown by their business and become the biggest constraint in their own business. Find out why, and how to avoid this fate!
10	10X Business Management: The 10X Operating System	Bringing it all together: this session gives you the opportunity to establish new rhythms to go from good to great as a Scale Up Leader
11	10X Roadmap	Map out your Path To Scale, using the 10X Roadmap template

DATE

19th - 21th Feb 2018

DURATION

3X ³/₄ days (10am -6pm)

FEE

R15,500 (ex VAT)

DISCOUNT

Bring 3 for the price of 2

30% discount for referring Founders of other ventures

LOCATION

Area: JHB

Venue: The Focus Rooms, Sunninghill, JHB

MORE INFO

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