

# Goal Setting Worksheet

## Using the EOS Model



Entrepreneurial Operating System (EOS) is a comprehensive business system that integrates simple tools and a proven process to align and synchronize all the pieces of your business to produce the results you want. This worksheet will guide you through setting effective goals using the EOS model, incorporating the SMART goals framework and the A1 Steak Sauce method.

### Understanding the EOS Model

The EOS Model focuses on strengthening the Six Key Components of your business:

1. **Vision:** Aligning everyone in the organization with where you're going and how you plan to get there.
2. **People:** Surrounding yourself with great people from top to bottom.
3. **Data:** Using objective numbers to give you a clear picture of your organization's performance.
4. **Issues:** Mastering problem-solving throughout the company.
5. **Process:** Systemizing your business by documenting core processes.
6. **Traction:** Bringing discipline and accountability into the organization.

### Setting SMART Goals

The SMART framework ensures that your goals are clear and attainable. Each goal should be:

- **Specific:** Clear and specific to avoid misunderstandings.
- **Measurable:** Quantifiable to track progress and success.
- **Achievable:** Realistic and attainable.
- **Relevant:** Aligned with your organization's vision and priorities.
- **Time-bound:** With a defined deadline.

### Exercise: Define Your SMART Goals

#### A1 Steak Sauce Method

The A1 Steak Sauce Method is a creative approach to goal setting that emphasizes adding flavor and uniqueness to your goals, much like how A1 Steak Sauce enhances the taste of a meal. This method encourages you to make your goals more appealing and exciting to increase motivation.

#### Steps of the A1 Method

1. **Acknowledge Your Desires:** Identify what you truly want to achieve.
2. **Add Flavor:** Make your goals exciting and engaging.
3. **Savor the Process:** Enjoy the journey towards achieving your goals.

## Exercise: Spice Up Your Goals

For each goal, describe how you can make it more appealing and motivating

### Aligning Goals with Vision

Ensure your SMART goals align with the Vision component of the EOS model.

- **Core Values:** Do your goals reflect your organization's core values?
- **Core Focus:** Are they aligned with your primary business focus?
- **10-Year Target:** Do they contribute to long-term objectives?
- **Marketing Strategy:** Are they consistent with marketing and sales strategies?
- **3-Year Picture & 1-Year Plan:** Do they fit within your mid-term and short-term plans?

### Exercise: Goal Alignment Check

For each goal, explain how it aligns with the EOS Vision component.

### Implementing Goals with Traction

The Traction component emphasizes execution.

- **Rocks:** Define 90-day priorities to maintain focus.
- **Meetings:** Hold regular meetings for accountability and issue resolution.
- **Scorecard:** Use key metrics to monitor progress.

### Exercise: Identify Your Rocks

List your key priorities for the next 90 days.

### Action Plan

Summarize the steps you will take to achieve your goals.

- **Step 1:**
- **Step 2:**
- **Step 3:**

### Review and Adjust

Regularly review your goals and progress.

- **Weekly Meetings:** Discuss progress, identify obstacles, and adjust plans.
- **Quarterly Reviews:** Reassess goals and set new Rocks for the next 90 days.