

| Manufacture 10x Moonshot Scorecard | | | | | | | | | | | | | Date | Date | | |
|------------------------------------|---------------------------------------|--|--|---|---|--|---|---|--|---|----|----|------|-----------|--------------|--|
| Mindsets | | 1 | 2 | 3 | 4 | 5 | 6 | 7 | 8 | 9 | 10 | 11 | 12 | Score Now | Score Future | |
| 1 | The 25 Year Game Plan | Your business won't be around that long. | You feel 25 years may be too forward looking and are willing to shape a 5-10 year game plan. | | | You have a long term commitment to your community, your business continuity & local, private ownership. | | | You are a game changer, creating a manufacturing hub of top tier creativity, innovation & results. | | | | | | | |
| 2 | Culture | Your business exists to support your lifestyle. | Your business' personality seems to breed frustration as opposed to an environment that helps your team flourish. | | | Your results based workplace emphasizes high performance metrics, a good reputation & formal rules/policies to keep it all together. | | | Your culture owns a family, entrepreneurial & high ethical spirit that allows your team to innovate, grow & exceed customer expectations. | | | | | | | |
| 3 | Team Members | Your business game plan is to minimize dependency on costly employees. | You are starting to feel you need to do something different to retain & attract talent. | | | Your talent retention & attraction strategies, as challenging as they may be, are generating positive results. | | | Your team members are attracted to your culture & their diverse, high quality of life opportunities. | | | | | | | |
| 4 | Industry 4.0, 5.0 & Beyond | You have little to no knowledge of what this is. | You know you should invest in automation, artificial intelligence, etc., but you don't have the cash flow to do it. | | | You are investing in aspects of Industry 4.0 as they apply to your business. | | | You inspire & guide the technologies & your culture to be prepared for a rapidly changing future. | | | | | | | |
| 5 | Net Zero Footprint | You believe climate change, global warming & carbon emission concerns are fake news. | You think this may be a bit of a stretch but are willing to learn more about what you can do to reduce carbon emissions. | | | You are a great example of a business doing what it can to meet or exceed industry emission guidelines | | | You & your suppliers are the best environmental stewards and, if Mother Nature had it, she would proudly reward you with her "Net Zero Award." | | | | | | | |
| 6 | The Fun Numbers Reward | Your numbers (your business financial statements) are anything but fun. | The numbers you pay most attention to are revenue, gross profit & net profit. | | | You have a good grip on your profit trends, working capital trends & how to measure your cash flow. | | | Your numbers are fun, easy to understand & you are rewarded with the cash flow, profit & business value you've always dreamt of. | | | | | | | |
| 7 | Your Life's 2nd-Half | You, like many other entrepreneurs, are lonely, not happy, & don't see things turning around anytime soon. | You are tossed around by the waves of the media environment & find it difficult to plan beyond the next quarter. | | | Your life's 2nd half is supported by a game plan to be happy, connected & on purpose. | | | Your life's 1st half R&D has set up your life's 2nd half to be a bigger, better & much more rewarding future. | | | | | | | |
| 8 | Your Exit Path | You do not have a written game plan for when you will voluntarily or involuntarily leave your business. | You feel you may be losing the game of how you will leave your business on your terms. | | | Your tax efficient transition plan allows you to leave when you want, for the money you need, to your chosen successor. | | | Your transition path aligns with your vision, saves you stress, time & money, & keeps your thriving business in your community. | | | | | | | |
| Scorecard | | | | | | | | | | | | | | | | |

Manufacture 10x is my 25 year vision of expanding manufacturing owner's freedom, success & happiness. These game changers, in turn, shape a manufacturing hub to attract top tier creativity, innovation & results, making them employer of choice.

This scorecard is a tool to see if Manufacture 10x is a good fit for your game plan. Here are the A-B-Cs to use it:

(A) For each left column mindset, read through the four statements & score yourself, 1 to 12 based on where your own mindset falls on the spectrum. Put each mindset's score in the "Score Now" column at the right.

(B) Think ahead to a future date (next quarter, year end, etc.) & re-read each statement. Identify the score you would like to reach by your goal date. Write these in the "Score Future" column.

(C) Compare the scores. You quickly see where opportunity already exists & areas where improvement may be welcomed.

If you'd like to learn more about how to transform visions of future possibilities into your reality, let's connect.



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