



Congratulations, Accuer, Inc.

The results of your leadership team's "Non-Negotiable Rules 1" assessment are in. This document contains the results of that survey.

- LAURIE TAYLOR, *Growth Curve Specialist*

Non-Negotiable Rules 1

Sent: 7/12/2010 Taken by: 1 team members.

The 5 Non-Negotiable Leadership Rules of the Road by Stage of Growth are a much more detailed look at issues your company is facing in each stage of growth. They are designed to provide you with direction on 5 critical rules they need to adhere to based on your stage of growth.

In James Fischer's research, he discovered certain Rules of the Road that were notable for each stage of growth. From that research, James created the Rules of the Road as you see them today and experience shows they are relevant still.

Your Overall Non-Negotiable Rules 1 Score:

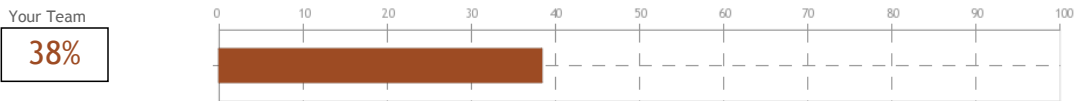
34%

Overall

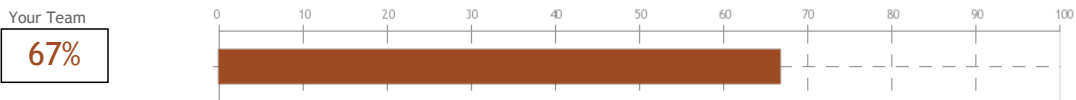
- 38%** 1. Generate, track and preserve cash.
- 67%** 2. Focus 80% of your resources on selling the 2 - 3 offerings with the best margins.
- 13%** 3. Hire, first, for "how the person fits in with the team" and second, for how competent they are.
- 43%** 4. Embrace chaos -- command the team and inspire the employees.
- 10%** 5. Establish a performance mindset, feedback loop and employee development with regular one-on-one meetings.

Your overall stage score is an average of the following five team averages.

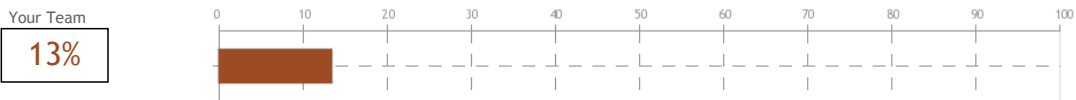
Non-Negotiable Rules 1



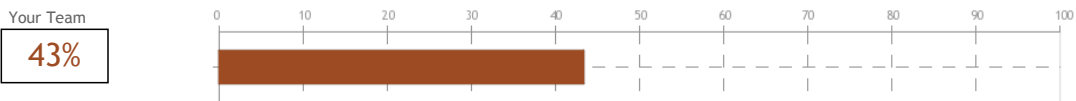
1. Generate, track and preserve cash.



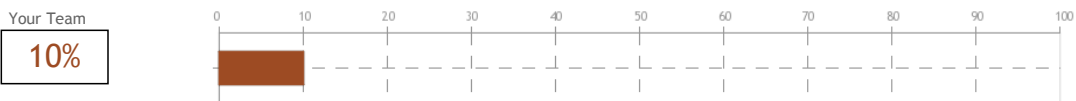
2. Focus 80% of your resources on selling the 2 - 3 offerings with the best margins.



3. Hire, first, for "how the person fits in with the team" and second, for how competent they are.



4. Embrace chaos -- command the team and inspire the employees.



5. Establish a performance mindset, feedback loop and employee development with regular one-on-one meetings.