**Samurai Innovation**

**"It is a process of diverting one's scattered forces into one powerful channel." – James Allen**

## One Core Metric Will Change Everything!

When was the last time you set out to make a significant change in one area of your life or business, only to fall flat? Most likely you have one problem and it is a lack of focus.

I was recently working with a struggling department of a large company. They had many problems in this department, but the chief was that the people didn't know their one core metric. A core metric is simply one number that you focus on with all your effort. We put together a plan to focus solely on this one number. All the other metrics and performance indicators got put into maintenance mode. We ensured those maintenance numbers did not decrease, but we didn't focus on improving them either.

We then created a strategy to drastically improve the one core metric. We held brainstorming sessions, collected ideas, and then ranked them. The cutting-edge strategy was then implemented. Guess what happened?

Sure enough, the one core metric started improving. At the end of a couple of weeks, we saw a marked increase in the number. The needle was headed in the right direction. Employee morale shot up. Excitement began building and our month-end target was surpassed by the end of the third week. We exceeded our strategic plan expectations.

What about those maintenance mode numbers? Some stayed the same while a few saw minor levels of improvement that were a spin-off effect from changing the one core metric. What one thing do you want to improve or change? Have you identified your one core metric?

## POINTS TO CLARITY

1. Pick an area you want to see positive change:
_____

2. Identify the problem:
_____
_____
_____

3. Identify your intended result:
_____

4. Pick your one core metric to focus on:
_____

5. Set a period of focus such as 30/60/90 days. Then begin to track the one core metric at set intervals.
_____

6. Identify the maintenance mode metrics you will observe during this time:
_____     _____
_____     _____
_____     _____

*You will see great changes!*

## DECISIONS & ACTIONS I WILL COMMIT TO: