Will Omlor,
Professional EOS Implementer
Helping organizations clarify, simplify and achieve their vision

WHAT IS EOS?

Provided by Will Omlor, Professional EOS Implementer® at EOS Worldwide

The Entrepreneurial Operating System (EOS) is designed to help owners, leaders, and managers of entrepreneurial companies address these common frustrations:

- Lack of control — over time, markets, or the company.
- People — who don't listen, understand, or follow through.
- Profit — there's not enough of it.
- Growth — they can't seem to break through to the next level.
- Nothing is working —multiple solutions have been tried and nothing seems to stick.

Who I Love to Work With

Business Type: Privately held businesses with 10-250 employees.

Industry: EOS is designed to work in a wide variety of industries including manufacturing, construction, technology, retail, food service, hospitality, marketing, and professional services.

Challenges: The leaders I typically work with are frustrated — by a lack of growth, ineffective people, and/or a lack of control. Many times, they feel like the business is running them, and they don't know how to fix it.

Leadership Mindset: I love to work with leadership teams that are open minded, respectful, appreciative, growth oriented. They're willing to be open, honest, and vulnerable in the pursuit of taking their company from good to great.

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The EOS Model diagram — YOUR BUSINESS at center surrounded by: VISION (8 Questions, Shared by All), DATA (Scorecard, Measurables), PROCESS (Documented, Followed by All), TRACTION (Rocks, Meeting Pulse), ISSUES (Issues List, IDS), PEOPLE (Right People, Right Seats).

THE EOS MODEL®

VISION: Strengthening this component means getting everyone in the organization 100% on the same page with where you're going and how you're going to get there.

PEOPLE: Simply put, we can't do it without great people. This means surrounding yourself with great people, top to bottom, because you can't achieve a great vision without a great team.

DATA: This means cutting through all the feelings, personalities, opinions, and egos and boiling your organization down to a handful of objective numbers that give you an absolute pulse on where things are.

With the Vision, People, and Data Components strong, you start to create a lucid, transparent, open and honest organization where everything becomes more visible and you start to "smoke out all the issues," which leads to…

ISSUES: Strengthening this component means becoming great at solving problems throughout the organization – setting them up, knocking them down, and making them go away forever.

PROCESS: This is the secret ingredient in your organization. This means "systemizing" your business by identifying and documenting the core processes that define the way to run your business. You'll need to get everyone on the same page with what the essential procedural steps are, and then get everyone to follow them to create consistency and scalability in your organization.

Traction®: This means bringing discipline and accountability into the organization – becoming great at execution – taking the vision down to the ground and making it real.