

IACBW



BUSINESS UPLEVEL QUADRANT™



A Springboard To Take
Your Business To The Next Level



Greetings!

Since 2008, I have had a front-row seat, through my organization, International Alliance of Christian Business Women (IACBW), to witness the breakthroughs, triumphs, challenges and frustrations of hundreds of Christian Business Women.

Every single one of our live chapter meetings left women inspired and excited to take action but something was still missing. Most of the businesses were not experiencing sustained growth.

But, I was also witnessing too many businesses that were not able to gain the necessary traction it took to be successful.

A handful of the business owners ended up going back into the workforce.

This deeply disturbed me. Okay, let me tell the truth – it broke my heart...every time.

Every time an excited business women had to go back into the workforce to cover their financial obligations, I saw it as an organizational failure. If they did not get what they needed to succeed, we had simply failed them.

This was completely unacceptable for an organization that is called to build more than 1000 chapters of multi-million dollar business owners.

This sent me into deep contemplation and countless conversations with God to fully understand how to solve this problem.

It became evident that Christian business women were missing the proper order of operations and the correct sequencing of the process of building their business that results in consistent successful results.

**Best Business Practices + Kingdom Understanding and Mindset
+ Breakthrough Training + Proper Sequencing
= Business Success**

After five years of observation, research and testing we created a proprietary training system that takes the mystery and guess-work out of the precise process to build a business of impact.

This resulted in our *IACBW P12 Business Building System™* that includes our *IACBW Business Uplevel Quadrant™*.

Over my 20+ years in business, research, direct experience and client observation have proven that there are key characteristics that make up 4 distinct phases of business development with each one requiring its own set of strategies, tools and resources and the mindset to make it a success.

No matter where your business is today, as long as you are called to make a big impact in the marketplace, our goal is to help you mature your business to have a successful team of people running it profitably and truly dominating in the marketplace.

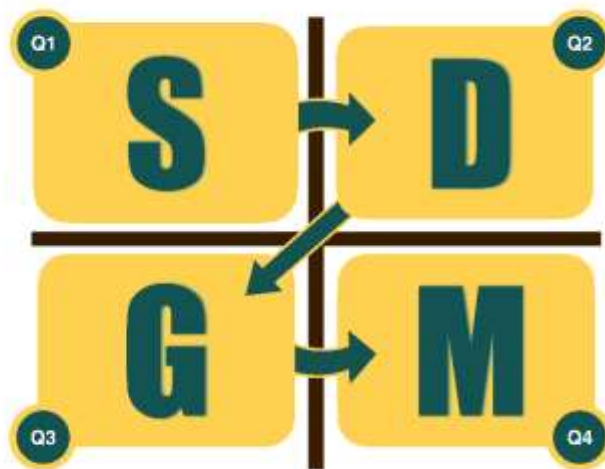
Dedicated To Your Success,



Ericka D. James
IACBW Founder and Visionary

The first step in the system is to identify where you are in the process of building your business so you can find out where your business stands.


Take the Business Uplevel Quadrant™ Assessment and Find out Today!



IACBW Business Uplevel Quadrant™ Assessment

The Business Uplevel Quadrant™ Assessment is not your typical business quiz. It provides a status check that you can use as the springboard to take your business to the next level.

Put a check next to the characteristics and challenges in the chart that best describe your current business.

	Q1: S	Q2: D	Q3: G	Q4: M
 <p>Key Characteristics & Challenges</p>	<input type="radio"/> Business not yet paying you a salary; working invoice-to-invoice	<input type="radio"/> Your business is paying you an under-market value salary	<input type="radio"/> Your bottom line clearly reflects profitability	<input type="radio"/> Operating as a CEO with full salary and benefits
	<input type="radio"/> In survival/hustle mode; Feeling stretched and often overwhelmed	<input type="radio"/> Able to better manage time and energy with increased productivity	<input type="radio"/> Most of your time is spent managing your team according to clearly defined and communicated goals	<input type="radio"/> Product and service expansion
	<input type="radio"/> Difficult time keeping pipeline filled with potential clients	<input type="radio"/> Building key strategic partners for ongoing sales	<input type="radio"/> Dedicated marketing team	<input type="radio"/> Clearly able to track sales and marketing results
	<input type="radio"/> Doing all of the client work or product creation yourself	<input type="radio"/> Building an effective support and management team of employees	<input type="radio"/> Scalable for growth	<input type="radio"/> Systems and records are in place to easily duplicate your business success
	<input type="radio"/> Wearing all of the hats stops you from focusing on revenue and sales	<input type="radio"/> Dividing time between a whole new range of demands requiring your attention	<input type="radio"/> Managing risk	<input type="radio"/> Difficulty letting go and trusting others with the vision
	<input type="radio"/> Need strategy and clearly defined goals	<input type="radio"/> Making sure you team is well-trained and trustworthy to care for your business	<input type="radio"/> Keeping the best people	<input type="radio"/> Finding the right person to succeed you and take your business to the next level
	<input type="radio"/> Under charging for your products/services as you build your business confidence	<input type="radio"/> Duplicating yourself	<input type="radio"/> Increasing team productivity and effectiveness	<input type="radio"/> Creating a succession plan to franchise, sell, or step away from the business

Your Business Uplevel Quadrant™ Totals

Count the number of check-marks you have in each quadrant. Your business level will fall within the part of the quadrant in which the majority of your characteristics fall.

Q1: S = _____ Q2: D = _____ Q3: G = _____ Q4: M = _____

Q1:
S

You are an **S** or in the **Specialist** phase of your business when you are still the only person working directly with your clients.

Q2:
D

You are in the **D** or **Development** phase of your business once you solidify the foundation and are ready to build so your business becomes sustainable.

Q3:
G

You are in the **G** or **Growth** phase of business when your team is on board and you are focused on growing or scaling your business.

Q4:
M

You are in the **M** or **Maturity** phase of your business when you are operating as the true CEO and are looking to replace yourself, franchise, sell or create a succession plan for the next generation.

Key Questions to Answer:

In which Quadrant do you find yourself? _____

In which Quadrant do you see your business in two years? _____

Our proprietary business training system and live chapter meetings provide a step-by-step path that guides you from wherever your business is today into **Maturity** so you can build a business of high impact for the Kingdom of God.

Your Next Step:

To prepare you for our system, your next step is to solidify a profitable mindset by taking our **7 Out-of-the-Box Ways to Be More Profitable Now Audio Course**.

Visit <http://iacbw.com/be-more-profitable-now-audio-course/> to start your audio course today.

We look forward to supporting your step-by-step success!