



## TRACK 3: WHAT'S SHAKIN' YOUR LADDER? COACHING WITH SAM CHAND

### NEXT STEPS

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#### LESSON 4: THE NECESSITY OF ALIGNMENT

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I. [Click here](#) to watch the video by Sam Chand on **Essential 1: Organizational Congruence**, and complete the following brief outline:

**Organization congruence is like a car with four wheels:**

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

**They all have to be in alignment and rotate in the same direction.**

1. **Vision answers** \_\_\_\_\_
2. **Core values answer** \_\_\_\_\_
3. **Strategy answers** \_\_\_\_\_
4. **Capacity answers** \_\_\_\_\_

**Vision has to be clear. Core values provide the strong why. Strategy is the capacity of your material. Internal capacity is understanding what needs to be increased.**

**Consider your organization or business. Take the time to fill in each of the categories below to determine if your organization is in alignment.**

**Vision:**

**Core Values:**

**Strategy:**

**Capacity:**

II. [Click here](#) to watch the video by Sam Chand on **Essential 2: Decision Making**, and complete the following brief outline:

**Two Types of Decisions:**

1. \_\_\_\_\_ -based decisions
2. \_\_\_\_\_ -based decisions

**How to Make Decisions:**

Four questions needing to be asked in this order when making decisions:

1. Is this congruent with our \_\_\_\_\_ , \_\_\_\_\_ ,  
and \_\_\_\_\_ ?
2. Do we have the \_\_\_\_\_ to accomplish this?
3. How will this \_\_\_\_\_ my community, our vision and  
glorify God?
4. How much will this \_\_\_\_\_ ? Not do we have the money.

**Briefly describe situational decisions:**

**Briefly describe principled decisions:**

III. [Click here](#) to watch the video by Sam Chand on **Essential 3: Financial Management**, and complete the following brief outline:

**Financial Decisions:**

1. **Financial management is not about understanding \_\_\_\_\_, it's about understanding the \_\_\_\_\_.**
2. **Financial management is not about the \_\_\_\_\_, it's about the meaning of the numbers.**

After watching the video, answer these questions:

1. **Who do you have on your team who can take the financials and say this is what this means?**

2. **What changes do you need to make to manage finances more effectively?**

**3. On a scale of 0 (not at all) to 10 (outstanding), rate the value of the help you currently give to your clients in the area of financial management. Explain your answer.**

**4. What is one thing you can do to improve as a coach in this area?**

**After you've completed the assignments, save this PDF and email it to your coach.**