

# ACCOUNTABILITY NOW!

by Mike Scott

How to Raise Revenues and Increase Profits by  
Creating a Totally Accountable™ Workplace

## AGENDA

**Meeting Purpose:** To ground yourself in principles and key habits of accountability.

**Intended Outcome:** Begin to implement an action plan for creating a  
Totally Accountable™ culture throughout your organization.

**Accountability:**  
Doing what you said you would do, as you said you would do it,  
when you said you would do it, PERIOD!

### **Essential Elements for Creating a Totally Accountable™ Culture:**

- ☐ Shrink the Box of Tolerance for accepting non-performance
- ☐ Create clear communication
- ☐ Create a foolproof tracking process
- ☐ Eliminate surprises of non-performance

Deal with parking lot issues

Confirm action steps

# Action Items

Date \_\_\_\_\_

*"The value of an idea lies in the using of it."  
Thomas Edison*

Action Item	Due Date & Time	Done
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Accountability Partner's Name: \_\_\_\_\_ Phone Number: \_\_\_\_\_

Dates to Call: \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_ / \_\_\_\_\_

The purpose for the follow-up Accountability Calls is to support your partner to apply the concepts from this seminar.

## Accountability Call Agenda:

1. Confirm completion of the first commitment you made from the *Seminar Action Items*.
2. Make a new action item commitment from your *Seminar Action Items*.
3. Make a new *Accountability Call* appointment.