

Name: \_\_\_\_\_

Date: \_\_\_\_\_

## The Damage Caused by Non-Accountability

### Definition of Accountability:

Doing what you said you would do, as you said you would do it, when you said you would do it - PERIOD!

### Non Accountability Pressure Points (NAPPs):

Check the boxes relating to how non-accountability, in your company, costs you:

- |  |   |  |
|--|---|--|
| <input type="checkbox"/> Poor Reputation \$ _____    | <input type="checkbox"/> Loss of trust – Internally \$ ____ | <input type="checkbox"/> Loss of good employees \$____ |
| <input type="checkbox"/> More stress \$ _____        | <input type="checkbox"/> Loss of trust – Externally \$ ____ | <input type="checkbox"/> Misunderstandings \$ _____    |
| <input type="checkbox"/> More churn \$ _____         | <input type="checkbox"/> Lost referrals \$ _____            | <input type="checkbox"/> Lost customers \$ _____       |
| <input type="checkbox"/> Excuses \$ _____            | <input type="checkbox"/> Loss of productivity \$ _____      | <input type="checkbox"/> More overwhelm \$ _____       |
| <input type="checkbox"/> Loss of friendships \$ ____ | <input type="checkbox"/> Surprises of non-perf \$ ____      | <input type="checkbox"/> Other _____ \$ _____          |

### Rate Your Company's Level of Accountability

If you were to honestly rate the overall level of accountability within your company, the accountability you currently pay people for, on a scale of 1 to 10, what would that rating be? \_\_\_\_\_ (1 low/10 high)

### Total Annual Burn for Employee Non-Accountability and Employee Inefficiencies

You are currently *paying* for total accountability. Determine what the annual, bottom line, net financial loss is for your employees' non-accountability and inefficiencies.

*Add a zero to your Accountability Rating #, subtract new # from 100 and enter # before following %.*  
Example Accountability rating is 7. Add zero = 70 100-70 = 30. 30 goes in the \_\_\_\_\_ % below

\_\_\_\_\_ % X \$ \_\_\_\_\_ = \$ \_\_\_\_\_ of Current Annual Burn (CAB)  
Annual Payroll

This is your Total Annual Loss due to Employee Non-Accountability and Inefficiencies

### REVERSING THE BURN

What would be the results if you were to increase the level of accountability and efficiency in your company by just 10% above its current level?

\_\_\_\_\_ % X \$ \_\_\_\_\_ = \$ \_\_\_\_\_ of New Annual Burn (NAB)  
Current % -10%

CAB \$ \_\_\_\_\_ - NAB \$ \_\_\_\_\_ = Savings \$ \_\_\_\_\_  
(Current Annual Burn) (New Annual Burn)