



Glossary of Terms

You may have used other systems in the past. We offer you this glossary of terms for your easy reference as you step into Bloom Growth.

Check out our terms.

Other System Terms

Level 10 Meeting™

Segue

Scorecard

Rocks

People Headlines

To-dos

Conclude

V/TO™

Vision (page)

Traction® (page)

Long-Term Issues List

Accountability Chart

Core Values

Core Focus

10-Year Target

Marketing Strategy

3 Uniques

Proven Process

Guarantee

Target Market

Bloom Growth Terms

Weekly Meeting

Check-in

Metrics

Goals

Headlines

To-dos

Wrap-up

Business Plan / Department Plan

Future Focus

Short-Term Focus

Long-Term Issues

Org Chart

Core Values

Focus

BHAG — Big Hairy Audacious Goal

Marketing Strategy

Differentiators

Proven Process

Guarantee

Target Market

Check out our terms. (continued)

Other System Terms

EOS Implementer® / EOSI

3-Year Picture

1-Year Plan

Quarterly Planning Sessions

Quarters

GWC™

Clarity Breaks

Meeting Pulse

Quarterly Conversations

People Analyzer

Quarterly Rocks

Same Page Meeting

Focus Day (special session)

Vision Building Day 1 (special sessions)

Vision Building Day 2 (special sessions)

The 5-5-5

Bloom Growth Terms

Growth Coach

3-Year Vision

1-Year Goal

Quarterly Mapping Sessions

Quarters

Understand, Embrace and Capacity (UEC)

Think “On the Business” (TOB)

Weekly Meeting

Quarterly 1:1

Right Person/Right Seat (RPRS)

Quarterly Goals

1:1 Meeting

Launch Day

Future-Focus Day

Short-Term Focus Day

Goals, Roles and Core Values