

Are you ready for Growth?

Consider whether you want or need to grow. If you decide to grow then do so in a manner that the business can sustain. Appraise the time it takes for you to bring a new project on stream. Match the market with all the resources necessary to achieve your objective. As markets mature, companies need to find new sources of growth. Businesses that are not growing through new product and service introduction are likely to be in decline, as their existing sales portfolio inevitably matures.

This **checklist** examines the key drivers for growth and managing growth.

Are you?	Yes	No
Developing new outlets and products?		
Training your staff to meet the demands made of them?		
Planning to dispose of parts of your business to get cash?		
Sure that your premises are suitable for your business?		
Matching production processes to meet demand?		
Sure that new capacity will cover demand?		
Managing projects to come in on time, to cost and to specification?		
Able to provide capacity enhancement or cover for time or cost overruns?		
Building new capacity in phases to meet demand?		
Planning to grow by natural progression or by buying another business?		