WORKSHEET

Three possible years

6B

15 minutes You need: your two or three biggest decisions Optional

What it's for: *checking whether a decision still works if the year turns out tighter, or stranger, than this one.*

Finished example: Leah's Worksheet 6B, at the back

THE DECISION	A YEAR LIKE THIS ONE	A TIGHT YEAR (MONEY SHORT, COSTS UP, A BIG CUSTOMER WOBBLES)	THE GROUND MOVES (NEW COMPETITOR, NEW RULE, NEW TECHNOLOGY)	SO: GO / ADAPT / WAIT
e.g. Renew the station lease for 5 years	*e.g. Fine*	*e.g. Risky, if the rent goes up*	*e.g. Risky, with the chain next door*	*e.g. Adapt: ask for 2 years*

LEAH'S WORKSHEET

Three possible years

6B

Leah's café, filled in. Every name and number is made up.

Back to the blank Worksheet 6B →

THE DECISION	A YEAR LIKE THIS ONE	A TIGHT YEAR (MONEY SHORT, COSTS UP, A BIG CUSTOMER WOBBLES)	THE GROUND MOVES (NEW COMPETITOR, NEW RULE, NEW TECHNOLOGY)	SO: GO / ADAPT / WAIT
Go card-only at both shops	Works. No more bank run	Works. Saves the time we spend on cash	Works. Most places near us already are	Go, after a trial at the station
Renew the station shop lease for 5 years	Fine	Risky, if catering slows and the rent goes up	Risky, with the chain next door	Adapt. Ask for 2 years, with the option of 2 more
Four-day weeks for Mai and Jess	Works	Harder. Costs more to cover	Works. Keeps two good people	Go. Trial from 1 February