APPENDIX WORKSHEET

The Countersteer Dashboard

YOUR COUNTERSTEER One activity driver, one Accountable Owner, and one measure for each of the twelve functions. Reviewed every Tuesday.

YOU WALK AWAY WITH One page to run the business from, and a 15-minute Tuesday review that keeps it honest.

YOUR NAME | COMPANY | DATE STARTED

Each chapter gave you one steering wheel. Keep ours or write a better one, name the Accountable Owner, and set a measure and a target. The driver column is filled in with the book's steering wheel; type over it if yours is better.

Function	Activity driver to watch	Owner	Measure / target
Infrastructure	Plan sections written; reviews held		
Marketing	Campaigns launched; qualified leads booked		
Sales	Quotes sent; calls made; 72-hour follow-up		
Vendors & Purchasing	POs on time; 3-way matches; issues closed		
Operations	Standard work followed; defects caught		
Human Capital	Stay interviews held; 1:1s completed		
Payroll	Timesheets approved on time; audits done		
Accounting & Finance	Days to close books; days job-to-invoice		
Information Systems	Data validated at entry; reports reconciled		
Safety	Near-misses reported; actions closed		
Project Management	Scope changes logged; risks owned		
Quality Management	Process audits done; ideas acted on		

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Four Rules for the Page

1. One driver per function.
2. One name per driver: a person, not a department.
3. One number you can read in under a minute.
4. If a driver can't pass the Tuesday Test, replace it.

Tuesday Review Log

Fifteen minutes, same time every week. Note any number that's off track and who owns the fix.

Review day, time and place	

Week	Date	Off-track numbers and who owns the fix	Held
1			☐
2			☐
3			☐
4			☐
5			☐
6			☐
7			☐
8			☐
9			☐
10			☐
11			☐
12			☐
13			☐

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Driver Check: Which Drivers Moved a Number?

At the end of the quarter. Replace any driver that didn't pass the Tuesday Test.

Function	Did the number move?	Keep or replace	New driver (if replaced)

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