JLG BUSINESS LEARNING COLLECTION

The CEO’s 90-Day Growth Roadmap

Choose fewer priorities. Build evidence. Review the decisions.

Guide + workbook + knowledge check + 30-day implementation plan

Original educational material prepared for Jackson Legacy Group. First edition, October 2026.

How to use this book

Read one chapter, complete its related worksheet, and choose an evidence-backed next action. Use the knowledge check to test understanding, then follow the 30-day plan. The worksheets are reusable: complete them on paper or use the companion CSV files in your spreadsheet software.

Who it is for: Owners who need a focused execution system

Your completed output: A measurable 90-day priority map, experiment brief, capacity plan, and weekly decision rhythm.

Scope: this is business education and planning support. It is not an individualized legal, tax, investment, credit repair, or lending opinion. Use qualified professionals and the actual requirements of relevant agencies and institutions for decisions that require them.

Examples in this collection are hypothetical teaching cases. Self-assessment scores measure your own evidence and preparation; they are not validated diagnostic or approval scores. No revenue, tax, credit, or financing result is promised.

Contents

1. Diagnose the constraint

2. Set three measurable outcomes

3. Design a small experiment

4. Match the plan to capacity and cash

5. Establish a weekly decision rhythm

6. Review the 30-60-90 sequence

Companion worksheets / Self-assessment / Knowledge check / Answer explanations / 30-day implementation / Source notes

1. Diagnose the constraint

A growth plan begins with the constraint, not a long wish list. Review demand, delivery, collections, capacity, and owner attention. Which stage currently limits reliable progress? More leads do not help if delivery is already late. More staff do not solve an offer that customers cannot understand.

Build a baseline from records you can explain. Use the same period and definitions for leads, qualified opportunities, paid engagements, completed work, and cash collected. Keep estimates separate from measured results. If a metric is unavailable, the first improvement may be a simple tracking process.

Interview the people who experience the constraint: customers, staff, or contractors. Record specific examples and dates. Separate what they observed from your interpretation. A late handoff may be caused by missing approvals rather than insufficient effort. Test the explanation before designing the solution.

Choose one primary constraint and write why it matters. State what would be different if it improved and how you would know. This becomes the organizing question for the next 90 days. Other issues can remain in a parking list with a review date rather than compete for immediate attention.

Apply it: identify one fact you can prove, one unresolved question, and one decision this chapter changes. Enter them in the decision log.