



SEEDSPARK

REMOVE THE FILM

INSTRUCTIONS

FRICTIONS

In both our personal and professional spheres, we encounter what can be termed as "frictions" – those points of resistance or challenge that signal areas in need of improvement. These frictional points within our businesses often harbor untapped potential, serving as fertile ground for growth and development. Recognizing and addressing these frictions not only allows us to overcome obstacles but also paves the way for innovation, efficiency, and ultimately, success.

REMOVE THE FILM

We developed the **Remove the FILM** tool to assist entrepreneurs in pinpointing frictions within their businesses and leveraging them as opportunities for growth. FILM stands for Friction Identification and Leverage the Market.

HOW TO USE THE TOOL:

IDENTIFY YOUR FRICTIONS

- **FRICTIONS:** List an event or situation that did not go well.
 - **Example:** Bob doesn't track his inventory.
- **FACTS:** List out all the facts for the friction.
 - **Example:** Not having an accurate inventory makes it difficult to forecast needs.
- **IMPACT:** Rate the impact that this friction has on the business. 1 is not a lot and 5 is significant impact.
 - **Example:** 4 - This can cause both internal and external issues when not tracked.

TAKE ACTION ON YOUR FRICTIONS

- **SOLUTIONS:** List any potential solutions.
 - **Example:** Create an incentive plan for Bob to accurately and on-time track his inventory.
- **Who:** Jen - Create the incentive plan. Bob - follow it.
- **Timing:** Jen - 2 weeks. Bob - Implement as soon as the plan is created.
- **Repeatable:** Yes - If yes, determine what processes could be put in place to solve for the future friction.

IDENTIFY YOUR FRICTIONS:

Name:

Date:

Friction	Facts	Impact (1-10)

TAKE ACTION:

Solution	The Who's	Timing	Repeatable

UNCONVENTIONAL STRATEGIES

In the exciting journey of entrepreneurship, stepping beyond conventional methods can be the key to unlocking your full potential. SEEDSPARK Growth Services offers you the gateway to breakthrough strategies and insights that elevate your business from ordinary to extraordinary. Our approach invites you to think expansively, embracing fresh perspectives and innovative ideas that open up new horizons of growth and opportunity.

UNCONVENTIONAL THINKING

At SEEDSPARK, we empower entrepreneurs to expand their horizons and explore new possibilities. Achieving sustained business growth is about more than just following the usual playbook—it's about adopting a mindset that welcomes innovative thinking. By embracing fresh ideas and unconventional perspectives, you'll unlock the potential to not only thrive but to lead the way in your industry. It's time to invigorate your strategy, redefine success, and create a path uniquely your own.

UNCONVENTIONAL METHODS

A brilliant strategy truly shines when it is brought to life through effective execution. At SEEDSPARK, we don't just provide you with the tools for success; we partner with you to transform your plans into powerful, actionable steps. Our commitment to accountability and hands-on support helps you move from planning to performance, ensuring that your journey leads to remarkable, reoccurring results.



A single-minded approach may be beneficial for launching a revolutionary product or service, but it can turn into tunnel vision if the leader isn't able to adapt and expand their focus as the company grows.

