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COMPASS PERFORMANCE INC

Compass Entrepreneurial Growth Lab™

Twelve working sessions for owners

Build the operating system your business needs next. Start with the vital few. Align the organization. Execute and sustain the work.

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Architecture determines performance.

COMPASS PERFORMANCE INC

EXECUTIVE OVERVIEW · 2026

Steve Kopecky, Founder and Facilitator

224.307.0912 · skopecky@compassperformanceinc.com

500 West Silver Spring Drive, Suite K-200, Glendale, Wisconsin 53217

COMPASSPERFORMANCEINC.COM

WHAT THIS IS · WHO IT IS FOR · WHAT HAPPENS NEXT

01

An application of one architecture — not a course.

What this is

The Compass Entrepreneurial Growth Lab is a cohort for owners and founders that applies the same architecture Compass installs in an enterprise, worked at the scale of an owner-led business.

It teaches no competing methodology. One operating model, one execution stream beneath it, and twelve working sessions in which participants work their own business — not a case study.

02

Who it is for

- Owners with real traction: the business works, and the founder's judgment is still the operating system.
- Founders becoming enterprise leaders, where the next stage asks for standards, decisions and capability other people can use.
- Leaders carrying too much personally, where pricing, escalations and the largest relationships still route through one desk.
- Businesses at the edge of their design, where growth added complexity faster than the design was rebuilt.

03

Every session produces an artifact, a decision and a commitment.

The twelve working sessions

- 01 Start Front-to-Back: Face Reality
- 02 From Entrepreneur to Enterprise Leader
- 03 Apply 80/20: Find the Vital Few
- 04 Establish Strategic Intent
- 05 Build a Distinctive Market Position
- 06 Create the Revenue Engine
- 07 Know the Economics
- 08 Break the Primary Constraint
- 09 Build Beyond the Founder
- 10 Design and Mobilize the Execution
- 11 Perform and Adapt
- 12 Sustain the Next Curve

04

What the work produces

- The vital few markets, customers and offerings named — with the rest deliberately stopped, deferred or de-invested.
- Customer and offering economics visible: contribution and cost to serve, not revenue alone.
- The primary constraint on profitable growth identified and being worked.
- Decisions moved to where the information lives, behind written standards and stated authority.
- A working Entrepreneurial Operating Playbook and a live 90-day plan with owners, measures and review dates.
- A repeatable ARC™ cadence, so the plan keeps learning instead of hardening into a document.

05

What participants can expect

Working sessions, not lectures. Each session ends with one decision, one commitment, one owner and one date — recorded, not discussed. Between sessions, participants complete the application on their own business, and the prior commitment is reviewed before new work begins.

06

Format and investment

One seat is one business. Cohort start dates are confirmed at enrollment.

- Cadence: one working session each week for twelve consecutive weeks.
- Day and time: Fridays at 2:00 p.m. Central.
- Cohort size: twelve seats, held for the full twelve sessions.
- Investment: $1,900 per participant, payable before session one.

WHERE THIS SITS IN THE COMPASS OPERATING FRAMEWORK

One architecture. This is one way into it.

FOUNDATION™ → SIMPLIFY™ → LEAD™ → GROW™, powered by ARC™. The work below is where this offering contributes.

FOUNDATION™	Including mental fitness under pressure, at the base of the model.
SIMPLIFY™	Front-to-Back 80/20™ applied to the vital few.
LEAD™	Cadence, ownership and the live 90-day plan.
GROW™	Building beyond the founder, and the next curve.
ARC™	Analyze, refine, commit — the renewal loop the cohort leaves running.

THE NEXT STEP

Learn about the next cohort.

compassperformanceinc.com/contact
Select “Entrepreneurial Growth Lab” under “What are you exploring?”