

About Paul Bryan

Paul is a Business Coach, Consultant & Trainer with a love for helping People - Do Business Better. Having been in business for 20 years, Owning, Growing, Marketing & Coaching small businesses across the renovation, entertainment, personal development and disability service industries, he has developed a unique perspective on Profitability and Service. It's not the business that is developed, but the people within that create change.



Collaboration Readiness Audit

Use this audit to check if you're truly ready to collaborate. Be honest. Insight beats ego.

Part 1: Business Clarity

1. Can you clearly state your mission in one sentence?- If someone asked your team, would they all say the same thing?

Yes Somewhat No

2. Do you have a set of values that drive decisions?- Are they visible in your actions, not just on a poster?

Yes Somewhat No

3. Are you clear on what you won't compromise on in a partnership?- Think deal-breakers, red flags, and your non-negotiables.

Yes Not really Haven't thought about it

4. Do you know what you're hoping to gain from collaboration – beyond just referrals?- Be specific: reach, expertise, brand lift, innovation?

Yes Not sure No

Part 2: Trust & Communication Readiness

5. Are you willing to have honest conversations early – even when it's uncomfortable?- How do you normally respond to conflict or misalignment?

Absolutely Sometimes Not really

6. Can you give clear feedback without causing damage?- Collaborations fall apart when things go unsaid.

Yes Depends on the person Avoid it when I can

7. Do you follow through on commitments reliably?- Trust is built on micro-behaviours. Every email, every deadline.

Always Usually Hit and miss

8. Are you honest about your limits, blind spots, or capacity?- Admitting what you can't do invites the right partner.

Yes Working on it Not really

Part 3: Collaboration Experience & Learnings

9. Have you ever had a partnership that worked well?- What made it work? Would you do it again?

Yes Somewhat Not yet

10. Have you been part of a collaboration that went sideways?- What did it teach you about clarity, control, or compatibility?

Yes Sort of No

11. Have you debriefed those experiences with your team?- Reflection turns pain into power.

Yes Not yet Never thought of it

12. Do you have a way to measure if a collaboration is working?- How do you know when it's time to recalibrate/exit?

Yes In development No

Final Score & Reflection - Count your "Yes" answers:

10-12 = Green Zone: You're ready to partner with clarity and confidence.

6-9 = Amber Zone: You're close—just tighten a few areas before committing.

0-5 = Red Zone: Pause. Do the internal work before opening the door.

What's one action you can take this week to strengthen your collaboration readiness?

Score

Double Diamond Collaboration Planner

Use this worksheet to expand your thinking and narrow your focus when designing collaborative solutions. Great partnerships start by exploring possibilities, then aligning around what matters most.

Phase 1: Diverge. (All Possible Options)

- **Goal:** Explore every possible way to support your participants – without limits or restrictions.
- **Prompt 1:** What are all the challenges your participants face right now? List everything – no matter how small, big, or "out of scope."
- **Prompt 2:** What outcomes would change their life? Think beyond compliance. Think lifestyle, purpose, identity, connection.
- **Prompt 3:** Who else could play a role in those outcomes? Brainstorm people, organisations, systems, or resources that could help – even outside your usual sector.

Phase 2: Converge. (What Is Viable?)

- **Goal:** Narrow in on 1–2 specific ideas that you could take action on now and align with your business.
- **Prompt 5:** Which ideas have energy? What are you (or your team) most excited to test, share, or co-design?

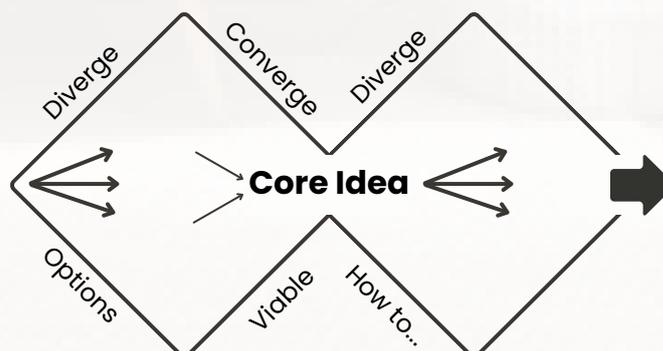
Phase 3: Diverge. (How to Outwork?)

- **Goal:** Explore every possible way this could be a reality without limits or restrictions.
- **Prompt 4:** Which 1–3 ideas have the most potential for impact? What ideas could create the biggest shift for your participants?

From Exploration to Execution

- Write your collaboration intention here:
"We want to explore a partnership that would help participants achieve _____ by working with _____ to deliver _____."
- **Prompt 6:** What small step can you take this month to move one idea forward? Who could you contact? What could you prototype or pitch?

☆ This becomes your North Star when reaching out to partners, writing proposals, or building trust.



Ecosystem Mapping Worksheet

Use this worksheet to identify gaps, partners, and opportunities that can help you build better outcomes for participants. Designed to help you think beyond your current services and map the full ecosystem your clients need to thrive.

Step 1: Define the Outcome

What does success look like for your participant?
Describe one ideal outcome your client would love to achieve, that you can't deliver alone.

Example: A young adult with autism wants to start their own business and live more independently.

Step 2: Break It Down to First Principles

What does this person truly need to reach that goal?
Forget line items for a second. Break the outcome into real needs.

E.g. Business mentoring, social confidence, transport training, money management, access to tech.

Step 3: Identify What You Can Cover

Which of those needs can your business deliver well?
Tick or list the areas where you already have solid capability or experience.

E.g. Social confidence through group activities. Daily living skills support. Transport training.

Step 4: Map Potential Partners

Who in your region/community can meet the other needs?
List organizations, professionals or initiatives that already support those areas.

	Potential Partner	Contacted?	Notes
mentoring	Local business hub	<input type="checkbox"/> Yes <input type="checkbox"/> No	Has run youth entrepreneur program
coaching	Disability-friendly financial planner	<input type="checkbox"/> Yes <input type="checkbox"/> No	May be open to collaboration
community access	TAFE or library system	<input type="checkbox"/> Yes <input type="checkbox"/> No	Offers free workshops

Step 5: Design a Mini-Ecosystem

Sketch out a simple service pathway built around your participant's needs.

Who leads which parts?
How would the client experience the journey?
Where could you co-design something new?

This doesn't need to be perfect. Just map the flow of support.

Bonus: Your Top 3 Collaboration Ideas

Pick the 3 partnership opportunities with the most potential impact or energy.

- 1.
- 2.
- 3.

When you start with the participant, you end up with a purpose-built network—not just a business.