

How to put your team together

The AHA Business Codes.

The most important thing about business codes is that it shows you how to put a team together. Let me show you how it works.



You have *Product Oriented People* that create the goods and the services that people need.

SUP stands for *Supply*. These are the things that people want or need.



You need *Money Oriented People* to turn this into profit and make it worth your while.

BAM stands for *Expansion*. That's how things start happening.

On what you supply, you need one or more of the following:

- A **S**ervice that you can provide to your clients.
Service to people, like doing hair, teaching dance, or having a restaurant,
- A **U**nique Specialist that is highly qualified.
Specialist services, like being a scientist, doctor, or engineer.
- A **P**roduct or **T**echnical Service that you can provide to your clients.
Like supplying of goods, or growing of food, building a house, or fixing a car.

To make money with your product of service, you need the following:

- A **B**usiness person that can do the planning and run the enterprise.
- An **A**dmin person that can keep track of what comes in and what goes out.
- A **M**arketing and Sales person that can sell the product or service to the public out there.

In each category you need at least one person that knows what they are doing.

You can have more than one person in each department, as long as they are in agreement.

And for inspiration there is an extensive list of needs and options in your combined reports.