

LEARNING & DEVELOPMENT PLAN

LEADERSHIP	SALES
1	1
2	2
3	3
4	4
5	5
6	6
PROPERTY MANAGEMENT	OPERATIONS
1	1
2	2
3	3
4	4
5	5
6	6

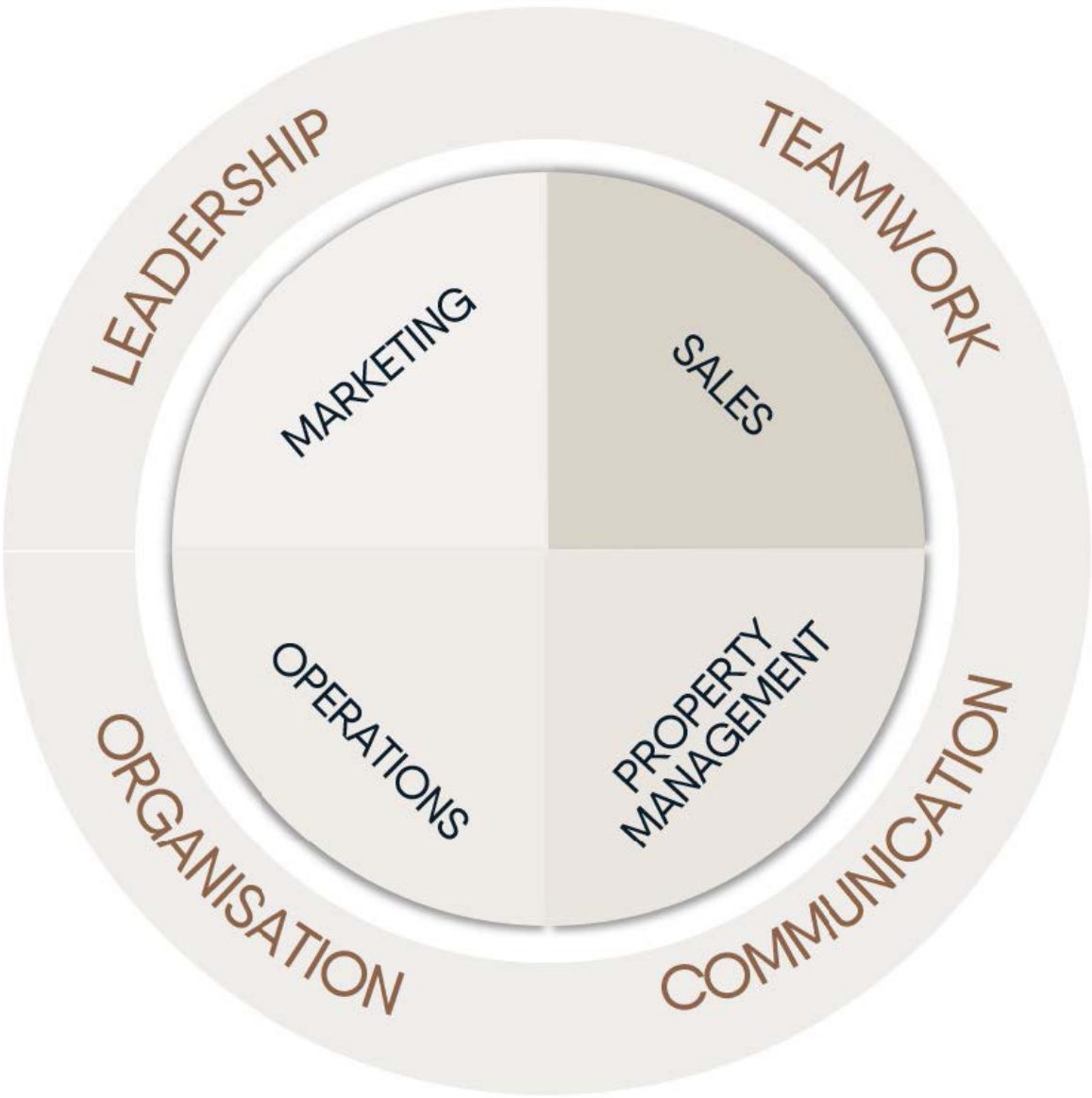
BUSINESS 2.0

LEAD	Clarity VISION Confusion	Fresh MARKETING Stale	Committed CULTURE Compliance
MANAGE	Momentum PROJECTS Noisy	Certainty PROCESS Hope	Healthy NUMBERS Poor
COACH	Opportunity PEOPLE Problem	Turned On ENGAGEMENT Turning Up	Excelling PERFORMING Under

PLANNING OUR 90 DAY RACE

AGENCY: _____

DATE: / / _____



GOALS & TARGETS
1
2
3
4
5
6
7

SALES	TARGET	MONTH 1	MONTH 2	MONTH 3
1	REVENUE			
2	LISTINGS			
3	SALES			
4	TEAM			
5				
6				
7				

PROPERTY MANAGEMENT	TARGET	MONTH 1	MONTH 2	MONTH 3
1	REVENUE			
2	NEW MANAGERMENTS			
3	UNDER MANAGERMENTS			
4	PM TEAM			
5				
6				
7				

THEMES & SHIFTS
1
2
3
4
5
6
7

KEY PROJECTS	WHO	WHEN	DONE
1			
2			
3			
4			
5			
6			
7			

QUICK WINS	WHO	WHEN	DONE		WHO	WHEN	DONE
1				8			
2				9			
3				10			
4				11			
5				12			
6				13			
7				14			

INVESTIGATES	WHO	WHEN	DONE
1			
2			
3			
4			
5			
6			
7			

CLEAN UPS	WHO	WHEN	DONE
1			
2			
3			
4			
5			
6			
7			