

LEARNING & DEVELOPMENT PLAN

LEADERSHIP	SALES
1	1
2	2
3	3
4	4
5	5
6	6
MARKETING	OPERATIONS
1	1
2	2
3	3
4	4
5	5
6	6

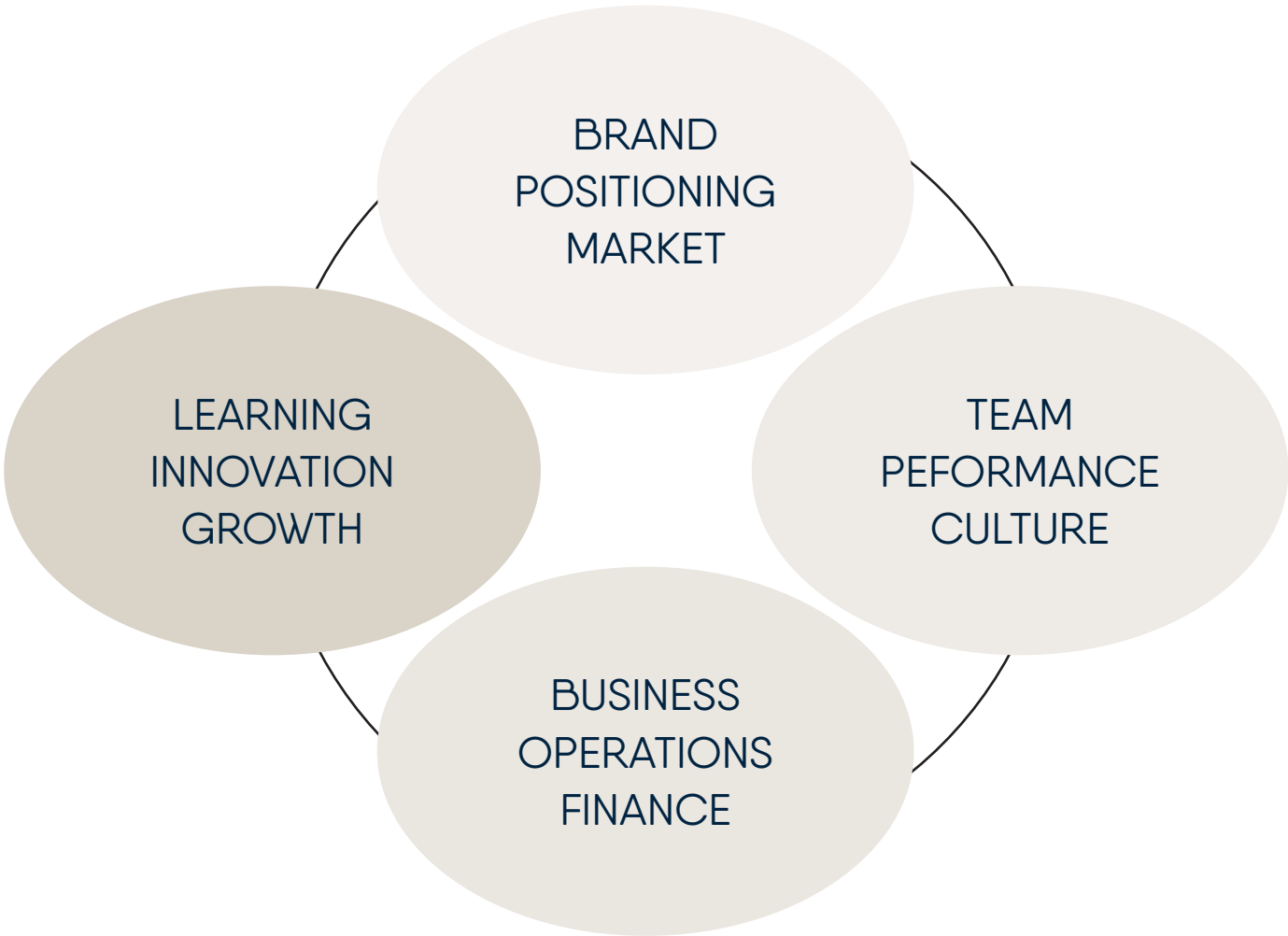
BUSINESS 2.0

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

PLANNING OUR 90 DAY RACE

BUSINESS: _____

DATE: / / _____



YOUR 90 DAY PLAN



GOALS & TARGETS THIS YEAR
1
2
3
4
5
6
7

GOALS & TARGETS THIS QUARTER
1
2
3
4
5
6
7

SALES & REVENUE	TARGET	MONTH 1	MONTH 2	MONTH 3
1				
2				
3				
4				
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			