

XYZ Plumbing 90 Day Plan Summary

When will I work ON these strategies to build my business?

Strategy description	6-Oct	13-Oct	20-Oct	27-Oct	3-Nov	10-Nov	17-Nov	24-Nov	1-Dec	8-Dec	15-Dec	22-Dec	29-Dec
1 Draem Builder/Vision Book													
2 Job Description													
3 Job Advertisement for Plumber													
4 Hiring Process													
5 Time Productivity Analysis													
6 Default Diary													
7 Analysis Gross Margin													
8 Monthly Profit & Loss													
9 Back Cost Jobs													
10 Sales Budget													
11 Key Performance Indicator													
12 Uniforms													
13 Unique Selling Proposition													
14 Guarantees													
15 Website													

Personal Development													
Books / Videos / Seminars	Yanik Silver - On-Line Copy Secrets; e-myth												
1 Celebrations with my TEAM	Staff Xmas Function												
2 FUN for ME	Hot Lap at Hampton Downs												
3													
4													

My Key Performance Indicators

	Now	90 day goal
# Leads		
Conversion rate		
# Transactions		
Average \$ sale		
Margin		

	Now	90 day goal
Monthly sales		
Monthly profit		

SIGNED: _____