

One Page Growth Plan

As The Cheshire cat said to Alice in Wonderland...If you do not know where you are going how will you know when you get there?

Vision.

A clear statement of what you want your business to become. The "Picture of Perfection" about how it could or will be. It is a picture of the future you seek to create, described in the present tense, as if it were happening now.

Mission or Purpose.

A clear promise to yourself about what products and services you will provide, and how you will provide them, to achieve your Vision. (The action path to your Vision.)

Why does your company exist? What is the difference you want to make in the lives of the people you touch? People are more motivated and engaged when they have a clear purpose to align to - one that gives real meaning to their work

It needs to inspire and engage ALL of your people - not just the management team.

What are we here to do together?

Values.

Describes how we intend to operate as we pursue our vision. Core values are the rules for "right" and "wrong" behaviour in your firm. The standards of behaviour you want demonstrated by ALL your people - "Real" Core Values are the specific, meaningful behaviours that make your company unique - a clear statement of "how we do things around here" - and a clear indication of what the culture is like at your company. E.g. how we want to behave towards each other, how we regard our customers, suppliers. If we act as we should, what would an observer see us doing?

Top 5 Goals for 2011 Specific, achievable goals

What do you want to achieve? It needs to be a meaningful and compelling goal. If you achieve 5 strategic goals - things that move you and/or your business strongly towards your Vision, you will be doing well. Do more by setting out to do less.

Top 1 of 5

Pick one for this quarter. If you knock it over early, pick another, but at least conquer one of your Top 5 this quarter

Key Performance Indicators

Come up with no more than 5 numbers that you can check weekly, even daily, that will tell you where you are in relation to achieving your Vision (one of them should relate specifically to your current "Top 1 of 5").

My Top 4 Priorities Right now are:

What do you need to be working right now to achieve your goals? Update this weekly or monthly, to ensure that you are doing the things that will have you achieving your "Top 1 of 5".

VISIBILITY: When you have completed Your Focus, laminate it and put it in front of your Diary and on your wall in your office...Check it every day before planning that day.

One Page Growth Plan

October – December 2011

My Vision:

My Mission

1. ...
2. ...
3. ...
4. ...

VALUES

- ✓ .
- ✓ .
- ✓ .
- ✓ .

My Top 5 Goals for this quarter

1. ..
2. ..
3. ..
4. ..
5. ..

My KPI scores

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My Top 5 Priorities Right now are:

1. .
2. .
3. .
4. .

Forecasted Profit for this quarter: