

5 Ways To Build Your Business....

Area	Current Figures	Strategic Choices	Increase	New Forecast
Leads				
X	X			X
Conversion				
=	=	·		=
Clients				
X	X			X
# Trans				
X	X			X
Ave \$ Sale				
=	=			=
Revenue				
X	X			X
Margins				
=	=			=
Profit				

Instructions:

- 1. On the left hand column "Current Figures", measure your business as it performs right now.
- 2. Make your Strategic Choices from the ActionCOACH table see over...
- 3. Set yourself a target for % improvement and put in the "Increase" boxes.
- 4. Calculate the new "Forecast" based upon your predictions.