

BUSINESS BLUEPRINT

12 months of content mapped out quarter by quarter

Ideal Business Blueprint



QUARTER 1

THEME: OPTIMISE MARGINS



LAUNCH

- ALIGNMENT SESSION
- CREATE VISION
- FINANCIAL ANALYSIS
- PLAN BUILDER
- QUARTER 1 TASKS

QUARTER 2

THEME: ENGAGE PEOPLE



TEAM

- TEAM TALK
- SET TEAM GOALS
- RULES OF THE GAME
- REGULAR MEETINGS
- SELECT REWARD

QUARTER 3

THEME: UPGRADE PROMOTE



SALES

- MAP BUYER PROCESS
- ANALYSE SALES
- DEVELOP PITCH
- FOLLOW UP PROCESS
- TRAIN SALES

QUARTER 4

THEME: IDEAL SCALE



PEOPLE

- ONBOARDING PACK
- TEAM REVIEWS
- ADVERT PLACEMENT
- COMPANY VISION
- MISSION STATEMENT



ROI

- PRICE REVIEW
- DEBTORS RECOVERY
- INVENTORY ANALYSIS
- SUPPLIER REVIEW
- CHARGEABLE HOURS



MONITOR

- ACTIVITY INVENTORY
- MAGIC NUMBER
- BUILD SCOREBOARD
- 90 DAY CHALLENGE
- COLLATE DATA



MARKETING

- SELECT AVATAR
- MEET/BEAT MARKET
- LEAD MAGNETS
- SELECT MEDIA MIX
- ONLINE ADS



SYSTEMS

- FINANCE SYSTEMS
- TEAM SYSTEMS
- MARKETING SYSTEMS
- SALES SYSTEMS
- BUSINESS SYSTEMS



REVIEW

- TASK COMPLETION
- DISC PROFILE
- SELECT KPI
- QUANTIFY VALUE
- QUARTER 2 PLAN



REVIEW

- PERSONNEL REVIEW
- PERSONAL DEVT
- SELECT TEAM KPI
- QUANTIFY VALUE
- QUARTER 3 PLAN



REVIEW

- SALES/MKTG REVIEW
- PERSONAL DEVT
- SALES & MKTG KPI
- QUANTIFY VALUE
- QUARTER 4 PLAN




REVIEW

- SYSTEMS REVIEW
- PERSONAL DEVT
- SYSTEM KPI
- QUANTIFY VALUE
- ANNUAL PLAN

Strategy Map Template


QUARTER 1

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