

1. Define Your Market Need?

2. Is Your Market Large Enough to Service Your Business? YES NO

3. Identify TWO other NEEDS your customer has that you aren't currently satisfying.

4. What Is Your Vision?

5. Does your Vision Still Reflect Your Customers Needs? YES NO

6. Have you communicated your Vision with your team? YES NO

7. If No, Why Not? _____

8. How Will You Communicate Your Vision This Year? _____

9. What is Your Mission Statement?

10. Does your mission still reflect your Customer Needs? YES NO

11. Do You Have Documented Systems In Your Business? YES NO

12. Have You Reviewed Your Systems Pillar? YES NO

13. When was the last time you reviewed your systems? _____

14. Identify five systems that you would like to improve during the year

1. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

2. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

3. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

4. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

5. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

15. Have You Reviewed Your People Pillar Needs ? YES NO

16. When was the last time you reviewed your people pillar? _____

17. Identify five People changes that you would like to improve during the year

1. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

2. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

3. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

4. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

5. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

18. Have You Reviewed Your Marketing Pillar? YES NO

19. When was the last time you reviewed your Marketing Pillar? _____

20. Identify five Marketing changes that you would like to improve during the year

1. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

2. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

3. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

4. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

5. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

21. Have You Reviewed Your Sales Pillar? YES NO

22. When was the last time you reviewed your Marketing Pillar? _____

23. Identify five Marketing changes that you would like to improve during the year

1. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

2. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

3. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

4. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

5. _____

What Date will this system be completed: _____

What Date will this system be implement: _____

24. Have you developed a Budget for the New Year? YES NO

25. Is Your Budget Documented? YES NO

26. Have you communicated your budget to your team? YES NO

27. If No, when and how are you going to do this? _____

28. Have you set any goals for the new year? YES NO

29. If No, Why Not? _____

30. What are Five Goals You Would Like To Achieve This Year In Your Business?

GOAL 1. _____

GOAL 2. _____

GOAL 3. _____

GOAL 4. _____

GOAL 5. _____

31. Have you communicated these Goals To Your Team? YES NO

32. How are you going to communicate these Goals? _____

33. Have You Put These Goals Up On The Wall So That Your Team Are Reminded Of Them? YES NO

34. If No, Where are you going to put them? _____

If you would like some assistance in developing a plan for your business in the new year, the team at the One-on-One Learning Centre have business analysts who are more than happy to assist you in ensuring that your New Year is bigger and better than the last.

Our team can help facilitate the answers with your team or we can simply help coach you on how to achieve this.

To gain assistance simply call 1800 66 00 00 or email coach@nqtraining.com.