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DEVELOPING REVENUE-FOCUSED LEADERS
LEADERSHIP · BUSINESS DEVELOPMENT · RETREATS

January 2007 Leadership Tip & Measures of the Month

Developing the 2007 Plan

Things To Do

- ☐ Check in on your existing plan and revise (or create) as needed
- ☐ Involve as many group members as possible in the planning process
- ☐ Drill down to action steps with timelines, accountability, and measures
- ☐ Hold regular reminder meetings and check-in on progress

Measures

- Update or develop the 2007 plan
  - » Give yourself one point for developing a finalized plan
  - » Extra credit:
    - One extra point if a majority of the group is involved in final development
    - Two extra points if it contains action steps, timelines, accountability, and measures
    - Two extra points if you develop a tracking and reminder system
    - One extra point if you have regular follow-up conversations about the plan

Developing the 2007 Plan

(Print and fill in the boxes to create your personal scorecard)

Develop the 2007 Plan	Majority Involvement	Action steps, timelines, accountability, measures	Tracking and reminder system	Ongoing conversations	Total