

| Your Personal Why | | | |
|----------------------------------|-------------|------------|--|
| | | | |
| Long Term Goals | | | |
| start with the end in mind | 4 | | |
| Personal | | | |
| | | | |
| Professional | | | |
| | | | |
| 3-5 Year Vision | | | |
| Future Date: | Revenue: \$ | Profit:_\$ | |
| | | | |
| Other Key Milestones that will k | pe Achieved | | |
| | pe Achieved | | |
| | | | |
| Other Key Milestones that will b | | | |
| Other Key Milestones that will b | | | |
| Other Key Milestones that will k | | | |
| Other Key Milestones that will k | | | |

One-Year Plan

SMART GOALS for 2022:

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.
- 7.
- 8.

Major Rocks by Quarter

| People | Process | Profits | |
|---------------------|---------------------|---------------------|--|
| Q1 Rock: | Q1 Rock: | Q1 Rock: | |
| Accountable Person: | Accountable Person: | Accountable Person: | |
| Q2 Rock: | Q2 Rock: | Q2 Rock: | |
| Accountable Person: | Accountable Person: | Accountable Person: | |
| Q3 Rock: | Q3 Rock: | Q3 Rock: | |
| Accountable Person: | Accountable Person: | Accountable Person: | |
| Q4 Rock: | Q4 Rock: | Q4 Rock: | |
| Accountable Person: | Accountable Person: | Accountable Person: | |

Leading Indicators

(actions, direct control behaviors that assist us in meeting our goals)

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Scoreboard Metrics

- 1.
- 2.
- 3.
- 4.
- 5.
- 6.

Professional Development Plan to Support Key Strategies and Goals

| Skill Gaps | Recommended Training | Team Member | Expected Timeline |
|------------|----------------------|-------------|-------------------|
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