

ACTION PLAN 1

S Specific **M** Measurable **A** Achievable **R** Relevant **T** Time bound

What is your goal? What do you want to achieve? From what metric? To what metric? By what date?

To have monthly meetings with the managers to ensure their understanding of the financial statement. We have none now, hard to adjust performance if no one is on the same page about what needs improvement.

BOTTOM LINE: Benefits of Achieving Your Goal

The management teams will have a better understanding of where improvements need to be and be able to make an action plan that allows them to achieve said improvements in an efficient manner.

Consequences of Not Achieving Your Goal

Growth will plateau and things will be ok because that's how they have been.

When will you start? Jan 1st 2021

How will you gauge your progress? When? Using which metrics?

We will see year over year growth in each department on a monthly basis.

What specific actions will you take to achieve your goal? Who can help you?

I will schedule the monthly meetings and make it mandatory to attend. We will use the material to test their understanding of the KPI's in their department and develop action plans that ensure the growth potential is maximized. The current GM and owner can assist in this progress.

Potential Challenges?

Making sure they are invested in making a difference.

Potential Solutions?

Devise enhanced performance based pay plans that make it impossible to grow their income without growing their departments performance.