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| **Business Plan *for:*** |
| ***Period Ending: December 31, 2017*** |
| **Vision** *(Pick a point in time, paint a vivid picture.*):  Narrative text describing your customer segments, products and product mix, services and service mix, market position, market share, key personnel, core competencies, breakthroughs, process changes, physical plant, facilities, revenues, net profit and other components which describe the vision of your company at the end of the scope of this plan. |

Today is December 31, 2017.

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| **Inventory** (As of today)  What is your current status, relative to each element described on page one? Where are you, now? |

Revenue 2013 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ Net 2013 \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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| ***What strengths can you build from?*** |

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| ***Where are your weaknesses?*** |

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| ***What are your opportunities?*** |

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| ***What are your threats?*** |

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**Planning document for 2017**

**Revenue targets**

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| **Actual 2016** | **2017** | **2018** | **2019** | **2020** | **2021** |
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**Profit targets**

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| **Actual 2016** | **2017** | **2018** | **2019** | **2020** | **2021** |
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| **Target Quarter** | | | | **Goals - 2017**  **Business and Personal** | **Actual Quarter** | | | |
| **1** | **2** | **3** | **4** | **QQTR** – Quantity, Quality, Time Period or Time Deadline, Resources | **1** | **2** | **3** | **4** |
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Please spend a few minutes completing this plan document. Be prepared to share this (5 min) with your management group during your January meeting.