

# Company SCORECARD

WHO	MEASURABLES	GOAL	30-Sep	7-Oct	14-Oct	21-Oct	28-Oct	4-Nov	11-Nov	18-Nov	25-Nov	2-Dec	9-Dec	16-Dec	23-Dec
Anne	Weekly Revenue	>=\$84,500	\$92,000	\$85,238	\$81,200	\$80,934	\$88,678	\$88,200	\$85,321	\$80,282	\$95,291	\$100,281	\$86,200	\$78,290	\$83,498
Anne	Cash Balance	>=\$14,245	\$16,230	\$15,200	\$12,289	\$11,989	\$14,980	\$15,123	\$14,989	\$11,291	\$17,281	\$18,359	\$15,289	\$10,221	\$11,189
Robert	Sales Calls	<p><u>Scorecard is still your pulse – “You just need take your pulse more often in a crisis”</u></p> <p>1. What measures do we need to pay extra attention to? [example: Weekly expenses, A/R, A/P, cash]</p> <p>2. What new numbers do we need to see? [Opportunities? Risks?]</p> <p>3. What numbers do we need to look at daily?</p>									61	54	50	52	54
Robert	Sales Meetings										15	10	9	8	8
Robert	Proposal										5	8	6	5	5
Robert	Closed Business										2	1	2	8	4
David	Customer Satisfaction										80%	80%	80%	80%	80%
Claire	Accounts Payable										\$4,390	\$9,032	\$3,445	\$2,300	\$5,009
David	Errors										0	0	0	2	1
John	Utilization/Capacity	>75%	75%	76%	75%	75%	75%	75%	75%	82%	75%	75%	78%	75%	75%