

Key Initiatives

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Your Name:

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<p style="text-align: center;">GOALS FOR PERIOD</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 15%;">Deadline:</td> <td></td> </tr> <tr> <td colspan="2" style="text-align: center;">Measurable Target/Critical #</td> </tr> <tr> <td colspan="2" style="height: 40px;"></td> </tr> </table> <p style="text-align: center;">Key Initiatives</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 35%; text-align: center;"><i>What</i></th> <th style="width: 60%; text-align: center;"><i>Who</i></th> </tr> </thead> <tbody> <tr><td style="text-align: center;">1</td><td></td><td></td></tr> <tr><td style="text-align: center;">2</td><td></td><td></td></tr> <tr><td style="text-align: center;">3</td><td></td><td></td></tr> <tr><td style="text-align: center;">4</td><td></td><td></td></tr> <tr><td style="text-align: center;">5</td><td></td><td></td></tr> </tbody> </table>	Deadline:		Measurable Target/Critical #					<i>What</i>	<i>Who</i>	1			2			3			4			5			<p style="text-align: center;">FINANCIAL MEASURES</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr><td style="width: 15%;">Qtr. #</td><td></td></tr> <tr><td>Revenues</td><td></td></tr> <tr><td>Profit</td><td></td></tr> <tr><td>Market Cap</td><td></td></tr> <tr><td>Gross Margin</td><td></td></tr> <tr><td>Cash</td><td></td></tr> <tr><td>A/R Days</td><td></td></tr> <tr><td>Inv. Days</td><td></td></tr> <tr><td>Rev./Emp.</td><td></td></tr> </table> <p style="text-align: center;">KEY PERFORMANCE INDICATORS (KPIs)</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 5%;"></th> <th style="width: 70%; text-align: center;"><i>What</i></th> <th style="width: 25%; text-align: center;"><i>Target</i></th> </tr> </thead> <tbody> <tr><td style="text-align: center;">1</td><td></td><td></td></tr> <tr><td style="text-align: center;">2</td><td></td><td></td></tr> <tr><td style="text-align: center;">3</td><td></td><td></td></tr> <tr><td style="text-align: center;">4</td><td></td><td></td></tr> <tr><td style="text-align: center;">5</td><td></td><td></td></tr> </tbody> </table> <p style="text-align: center;">CELEBRATION or REWARD</p> <div style="border: 1px solid black; height: 40px; width: 100%;"></div>	Qtr. #		Revenues		Profit		Market Cap		Gross Margin		Cash		A/R Days		Inv. Days		Rev./Emp.			<i>What</i>	<i>Target</i>	1			2			3			4			5		
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