

# GET YOUR PEAS IN A ROW

5 key factors  
to propel your business forward

## WORKSHEETS

ANNABELLE BECKWITH

# GET YOUR PEAS IN A ROW WORKSHEET

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## BALANCE SHEET

I am prepared to sacrifice		I will NOT sacrifice
	'Audit'	
1.		
2.		
3.		
4.		
5.		
6.		
7.		
8.		

# GET YOUR PEAS IN A ROW WORKSHEET

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## YOUR IDEAL CLIENT

Factor	Current client	IDEAL client
Age		
Demographic		
Business sector		
Business characteristics		
Location		
Average spend		
Brands they align with		
Business concerns		
Life concerns		
Business		
Problems		
Life problems		
Business aspirations		
Life aspirations		

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## THE BUSINESS MODEL CANVAS

<b>KEY PARTNERS</b>	<b>KEY ACTIVITIES</b>	<b>VALUE PROPOSITION</b>	<b>CUSTOMER RELATIONSHIPS</b>	<b>CUSTOMER SEGMENTS</b>
	<b>KEY RESOURCES</b>		<b>CHANNELS</b>	
<b>COST STRUCTURE</b>			<b>REVENUE STREAMS</b>	

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## 12-18 MONTHS

Strategic aims for next 12-18 months

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### Teams/Functions

<b>Marketing</b>	<b>Sales</b>	<b>Finance</b>	<b>Operations</b>	<b>Etc etc</b>
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### Key Deliverables

1.	1.	1.	1.	1.
2.	2.	2.	2.	2.
3.	3.	3.	3.	3.

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## TEAM/FUNCTION

### Key deliverables

1.	2.	3.
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### Key Activities


### Key Measures


VALUES AND BEHAVIOURS

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## PEOPLE INVENTORY

<b>NAME:</b>	<b>JOB TITLE:</b>	<b>REPORTS TO:</b>
<b>'OFFICIAL'TASKS:</b>		<b>'UNOFFICAL'TASKS:</b>
<b>MEASURED ON:</b>		
<b>NOT MEASURED ON:</b>		

## PEOPLE INVENTORY

<b>NAME:</b>	<b>JOB TITLE:</b>	<b>REPORTS TO:</b>
<b>CAPABILITY (ON A SCALE OF 1-10)</b> <b>EVIDENCED BY:</b>		<b>AREAS FOR GROWTH:</b>
<b>BELIEF SYSTEM MATCHES COMPANY VALUES (ON A SCALE OF 1-10)</b> <b>EVIDENCED BY:</b>		<b>AREAS FOR GROWTH:</b>
<b>ATTITUDE (ON A SCALE OF 1-10)</b> <b>EVIDENCED BY:</b>		<b>AREAS FOR GROWTH:</b>

# GET YOUR PEAS IN A ROW WORKSHEET

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**NAME**

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**Key deliverables**

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**Key Activities**


**Key Measures**
