

# Six P Growth Plan for

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Name: \_\_\_\_\_ For Quarter/Year: \_\_\_\_\_

**1. Priorities** - What are the three (to five) most important things that if accomplished by the end of this quarter would have the greatest impact on your business?

**2. People** - What do you need to do to ensure you have the right people in the right seats with the right skills and abilities to deliver what you need to deliver by the end of this quarter?

**3. Processes** - What processes need to be systemized or optimized in order to ensure that you're leading a more effective and efficient business?

**4. Performance** - What can you do over the next three months to ensure that you get the level of execution excellence you need from your employees?

**5. Products and/or Services** - Do you need to make any changes to your products or product path in order to better serve your target market?

**6. Promotion** - What do you need to do to ratchet up your marketing and sales efforts so that you have a bigger pipeline and greater conversions, for more value, more often?