**<<Firm Name>> Business Development Action Plan for year ending <<Date>>**

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| --- | --- | --- | --- | --- |
| **Activity** | **Annual Target** | **Actual Year to Date** | **90 Day Target to <<Date>>** | **90 Day Actual to <<Date>>** |
|  | **No.** | **Revenue** | **No.** | **Revenue** | **No.** | **Revenue** | **No.** | **Revenue** |
| CCRs / PAMs |  |  |  |  |  |  |  |  |
| Business Planning |  |  |  |  |  |  |  |  |
| Cashflow Management |  |  |  |  |  |  |  |  |
| Organisational Review |  |  |  |  |  |  |  |  |
| Financial Awareness Coaching |  |  |  |  |  |  |  |  |
| Quarterly Coaching |  |  |  |  |  |  |  |  |
| Monthly Coaching |  |  |  |  |  |  |  |  |
| KPI Improvement Coaching |  |  |  |  |  |  |  |  |
| Marketing Plan |  |  |  |  |  |  |  |  |
| Value Based Selling |  |  |  |  |  |  |  |  |
| Core Values Development |  |  |  |  |  |  |  |  |
| Effective Governance |  |  |  |  |  |  |  |  |
| Succession Planning |  |  |  |  |  |  |  |  |
| Virtual Planning for Success |  |  |  |  |  |  |  |  |
| Webinars |  |  |  |  |  |  |  |  |
| Seminars |  |  |  |  |  |  |  |  |
| Trust Review |  |  |  |  |  |  |  |  |
| **Total** |  |  |  |  |  |  |  |  |

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| **Annual goals****Year ending <<Date>>** | **90 day goals****Period ending <<Date>>** | **Key actions to achieve 90 day goals** | **Who** | **By when** |
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