Individual Scorecard

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **WHO** | **MEASURABLE** | **GOAL PW** | **WEEKS** | | | | | | | | | | | | |
| **1** | **2** | **3** | **4** | **5** | **6** | **7** | **8** | **9** | **10** | **11** | **12** | **13** |
| Mary | New sales leads | 36 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mary | Initial sales meetings | 12 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mary | Proposals in (#) | 4 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mary | Proposals in ($) | $300k |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mary | 30 day Sales Pipeline | $1.6m |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mary | Contracts in (#) | 2 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Mary | Contracts in ($) | $150k |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tony | Projects that are late | 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tony | Projects over budget | 1 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tony | Rework for clients | 0 |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Tony | Utilisation rate | 80% |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Jeff | Cash balance | $75k |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Jeff | A/R > 60 days | <$30k |  |  |  |  |  |  |  |  |  |  |  |  |  |

For assistance with implementing the right numbers for people inside your company call The Business Doctor on 0413 606 089