



ORGANIZATIONAL FOCUS TOOL

1 YEAR AGGRESSIVE GOALS (What)	
Period Ending	
Revenue \$	
Gross Profit %	
Net Before Tax %	
Days Receivable	
Days Inventory	
Direct Labor Efficiency	
Sales Labor Efficiency	
Admin Labor Efficiency	
Profit Per X	
(Company Focus) Annual Priorities / SMART Initiatives	
1	
2	
3	
4	
5	

QUARTERLY GOALS (How)		
Qtr #		
(Company Focus) Quarterly Priorities / SMART Initiatives		
1		Who
2		
3		
4		
5		

THEME (QTR/ANNUAL)	
Deadline	
Measurable Target	
Theme Name	
Theme Team Leader	
Theme Team	
Scoreboard Design	
Describe and/or sketch your design in this space	

Critical #:

Critical #:

Celebrations
When & How?

Critical #:

Critical #:

Rewards
When, What, Who?