

# Growth Habits Worksheet

	1Q	2Q	3Q	4Q
<b>Sales Goal:</b> <i>(ideally by quarter, by product line and by customer group)</i>				
<b>Stretch:</b>				
<b>Moderate:</b>				
<b>Survival</b>				
<b>Assumptions:</b> <i>(examples below)</i>				
<i>Where do you think you can grow (or avoid erosion) with your current product/service offering and current customer base?</i>				
<i>How do you think the current economic picture will affect sales?</i>				
<i>new or incremental products or services?</i>				
<i>Are you planning on reaching out to new customer groups?</i>				
<i>Any possible new partnerships or distribution channels?</i>				

<b>Growth Goal:*</b>	
Due Date:	
Person Responsible:	
Assumptions:	
<b>Growth Goal:*</b>	
Due Date:	
Person Responsible:	
Assumptions:	

**Important Growth Planning Dates:**

*\*Make sure goals are SMART: Specific, Measurable, Achievable, Responsible and Time Bound*

## Growth Habits Worksheet

Customer Base (*customer retention*):

*\*Make sure goals are SMART: Specific, Measurable, Achievable, Responsible and Time Bound*

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