

How would you rate Fiscal Year 2009?

(Rating System 1 = disaster 10 = brilliantly successful)

Sales Growth	1	2	3	4	5	6	7	8	9	10
Profits	1	2	3	4	5	6	7	8	9	10
Gross Margin	1	2	3	4	5	6	7	8	9	10
Unit Sales/Billable Hrs	1	2	3	4	5	6	7	8	9	10
Cash Flow	1	2	3	4	5	6	7	8	9	10
New Biz Development	1	2	3	4	5	6	7	8	9	10
Customer Retention	1	2	3	4	5	6	7	8	9	10
Customer Service	1	2	3	4	5	6	7	8	9	10
Employee Retention	1	2	3	4	5	6	7	8	9	10
New Products	1	2	3	4	5	6	7	8	9	10
Mgt Team Execution	1	2	3	4	5	6	7	8	9	10
Biz Plan Effectiveness	1	2	3	4	5	6	7	8	9	10
Impact of Budgets	1	2	3	4	5	6	7	8	9	10
Quality	1	2	3	4	5	6	7	8	9	10
Environmental Consciousness	1	2	3	4	5	6	7	8	9	10
Overall Rating	1	2	3	4	5	6	7	8	9	10

What will make next year better?

- ❑ Economy
- ❑ Technology
- ❑ Availability of Capital
- ❑ Mgt Team Execution
- ❑ Status in industry
- ❑ Momentum
- ❑ Advertising
- ❑ Marketing
- ❑ Sales Team
- ❑ Operations
- ❑ Controls/Procedures
- ❑ Internet
- ❑ Training
- ❑ Planning
- ❑ Budgets
- ❑ Competition
- ❑ Other _____
- ❑ Other _____
- ❑ Other _____

What do you want from your planning efforts?