

RESULTS Accelerator Analysis

Business is all about the number and business growth is all about KPI's (key performance indicators).

Business Description

What makes you different?

So, in order to help you, the two things we need to know are:

1. How are you currently doing?
2. What are the goals for your business within 12 months?

KPI	Current situation	Desired situation in 12 months
Monthly revenue		
Number of monthly sales		
Number of monthly meetings		
Number of monthly leads		
Monthly marketing investment in money		
Monthly marketing investment in hours		
Number of website visits		
Rating on a scale of 1 to 10 of marketing		
Commitment level		
What makes you different		
Number in your team		
Size of your database		
Number of LinkedIn contacts		

**STEVE
MILLS**

What is your biggest obstacle?

Why aren't you already successful?

What is your sales process?

Step 1	
Step 2	
Step 3	
Step 4	
Step 5	
Step 6	