

Profitability – How money flows, sticks, and compounds.

Your 12 Profitability Topics

Profitability	Score Now	Mode
Fixed Costs		
Variable Costs		
Salaries		
Rent		
Utilities		
Cost of Sale		
Customer Acquisition Cost		
Conversion Rates		
Rewards Scheme		
EBITDA		
Cash Flow Management		
Company Assets		
Profitability Pillar total score this quarter		

Score 1-2 – Build | 3-4 – Strengthen | 5 - Scale

Your Chosen Actions This Quarter

1.

2.

3.

4.

5.

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Date:

Agreed By (Your Team):

Any Actions Carried Forward:

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Insert Actions Into Your Plan

Reflection and Learning

Master Business Plan (who, by when)

What improved most since the last review?

Marketing Plan (who, by when)

What still feels fragile?

Sales Plan (who, by when)

How will I know if it's better?

Recruitment Plan (who, by when)

Where will I focus next?

Leadership, Training & Development Plan (who, by when)

Who else needs to see this?

Finance Plan (who, by when)

Other notes

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