

THE 10 PRIORITY AREAS OF YOUR BUSINESS THAT YOU NEED TO HAVE A GRIP ON.

1. How many leads have generated this month/quarter/year compared to our target?
2. What is our conversion rate and are we improving?
3. How much cash do we have and what will we need for the next week/month/quarter?
4. Are our debtors/aged receivables all within the limits of our terms or trade? Have we chased those that are overdue?
5. How satisfied are our customers and are we asking each one consistently post-purchase?
6. How satisfied are our employees and are we on track with our regular performance appraisal/feedback process?
7. Have we reviewed our business plan this quarter, in line with our action plan and performance against our budget?
8. Are our operating expenses in line with budget and have we continued to make savings where we can?
9. Have we reviewed our pricing in line with suppliers pricing and our position in the market?
10. Have we reviewed our KPI sheet this month and are we happy we're on track? If we're not, what are we doing differently?