

Current and Future State

Current State Self-Assessment

Today's Date: _____

Measurement Score	Vision Score
___ out of 20	___ out of 20
Efficiency Score	Relationship Score
___ out of 40	___ out of 20
Total Score	___ out of 100



Future State Vision

Vision Date: _____

Set annual leading & lagging indicator goals.	Describe your brand and strategic focus.
Describe your BD process.	Describe your relationship ecosystem.

Long-term strategies and short-term progress

Strategies



Rituals

Cadence	Habit	Reward

Eliminate and minimize low value tasks

To Don't and Minimize List

Issue	Choose: Eliminate, Delegate or Automate	Potential hours per year saved



Saying No, Nicely

I can't because _____.	Another way we could solve this is to _____.
How about we _____?	I'd love to but _____.