

Business Plan for	
Period	

1. Review of last year

What worked last year?	Why?
1.	
2.	
3.	
4.	

What didn't work last year?	Why?
1.	
2.	
3.	
4.	

Where are you making money?	Profit	Why?
1.		
2.		
3.		
4.		

Where are you losing money?	Profit	Why?
1.		
2.		
3.		
4.		

What industry or market activity can impact your trade & construction business?

Other details that will impact your business in the coming year



2. Set Goals & Targets

Financials

Metric	Target
Revenue	
Gross Profit	
Net Profit	

Non financial goals & targets	Measure
1.	
2.	
3.	

3. Create your activity plan

Initiative	Activity	Target	Due Date	Owner
	1.			
	2.			
	3.			
	4.			
	5.			

Initiative	Activity	Target	Due Date	Owner
	1.			
	2.			
	3.			
	4.			
	5.			

Initiative	Activity	Target	Due Date	Owner
	1.			
	2.			
	3.			
	4.			
	5.			