

# 3 MINUTE BUSINESS ROADMAP

Simply tick each box where you know you have the information mapped and communicated in your business. Then score yourself. This gives you an immediate understanding of the basic business progress that needs mapping for your growth

## TARGETS AND STRATEGY

- Why
- Target
- Market position
- **Plan:**
  - 10 yr
  - 3 yr
  - 2 yr
  - 1yr
  - 6 months

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Score 0/8

## CUSTOMER PIPELINE

- Sales funnel
- Marketing timeline
- Marketing budget

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Score 0/3

## CUSTOMER JOURNEY

- Customer Journey
- All company critical path
- Cash flow mapped

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Score 0/3

## CASH FLOW

- Business KPI mapped
- Deposits taken
- T&C's
- 10% margin increase
- Inflation price increase

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Score 0/5

## PRODUCT

- Tracking system
- Risk review
- Due Diligence
- Critical Path
- Range build plan
- Team management
- Process map

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Score 0/7

## DATA

- Central database/ERP
- Customer performance
- Supplier performance
- Teams performance
- Cash performance
- Project tracking

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Score 0/6