

Quarterly Gameplan

	<u>1st Quarter</u> Jan – Feb - Mar		<u>2nd Quarter</u> Apr – May - June
	<u>3rd Quarter</u> July – Aug - Sept		<u>4th Quarter</u> Oct – Nov - Dec

What needs to happen in each **Quarter** for you to reach your **Year End** goals?
Think **“ON”** and **“IN”** for Marketing, Sales, Production, etc. and map out a plan to get it done in small and sequential steps.