

# Beginning State Scorecard

Measurement		Vision	
Question	Score / Answer	Question	Score / Answer
Platform		Platform	
Prior Year Dollars I added for new business		Have I defined where my perfect clients have been spending money in the past year? [Score 1 to 5]	
Prior Year Hours I spent on BD			
Prior Year GrowBIG® Index (Dollars / Hours)			
Rank how you feel about your new dollars added [Score 1 to 5]		Do I have a clear brand I promote in the marketplace? [Score 1 to 5]	
Rank how you feel about your hours spent on BD [Score 1 to 5]			
Execution		Execution	
Do I have an ongoing process for measuring and reinforcing my personal success? [Score 1 to 5]		Do I have a clear business development strategy and have I followed it? [Score 1 to 5]	
Do I have an ongoing process for measuring and reinforcing my team's success? [Score 1 to 5]		Do my colleagues know what I'm doing and how they fit in with regard to my BD strategy, at a high level? [Score 1 to 5]	
<b>Total Measurement Score (Max = 20)</b>		<b>Total Vision Score (Max = 20)</b>	
Efficiency		Relationship	
Question	Score / Answer	Question	Score / Answer
Platform		Platform	
Do I have an ongoing series of meetings to measure and track my success? [Score 1 to 10]		Have I written down the key characteristics of my perfect client? [Score 1 to 5]	
Do I have an easy-to-use system to measure and track my success? [Score 1 to 10]		Do I have clear target companies and individuals written down for my perfect client targets and the key entry points and/or lead generation sources that lead to my perfect clients? [Score 1 to 5]	
Execution		Execution	
Do I hold myself accountable for my commitments? [Score 1 to 10]		Do I have a method for tracking my Proteomi people at my perfect client targets? [Score 1 to 5]	
Do I celebrate my successes personally and with my colleagues? [Score 1 to 10]		Do I have an appropriate number of touch points with these people? [Score 1 to 5]	
<b>Total Efficiency Score (Max = 40)</b>		<b>Total Relationship Score (Max = 20)</b>	
<b>Total Score (Measurement + Vision + Efficiency + Relationship)</b>			