

Future State Scorecard

Measurement		Vision	
Target BD Dollars for the next year		Describe how my perfect prospects will be spending money in the next year.	
Target BD Hours for the next year			
Target GrowBIG® Index (Dollars/Hours)			
Describe how I will measure my success in the coming year.		Describe what brand I will want to be known for in a year.	
Efficiency		Relationship	
Describe what business development rituals I want to consistently and habitually do in the next year.		Describe my perfect prospect, including the specific entry point role, for the future.	
Describe how I will hold myself accountable and celebrate my successes.		Describe my network of Protemoi and what I want it to look like a year from now. Consider describing specifics like number of raving fan relationships, where you want current Protemoi to be on the path to Raving Fan, how many new Protemoi you will add, how many people you will be touching with your BD system a year from now, or other relationship aspects you think are important.	