Full Circle's - Strategic Planning Process

OUR MISSION -Assist Clients to:

- Honor the Past
- Understand Reality
- · Visualize the Future
- · Carve out Critical Objectives for Growth
- Develop a Game plan for Achievement

Preparation

· Identify Key Issues

• Enroll Key Stakeholders

Understand the Process

· Create a Tailored

Approach

· Set Dates | Agenda

OUR APPROACH

OUR GUIDING PRINCIPLES

Listen, Listen, Listen

Explore Your Environment

. Review History

• Internal Assessment

Structure | Resources

• External Assessment Markets | Trends | Competitive Analysis

- Always use a Collaborative Approach to offer a Tailored Solution
- Incorporate Multiple Learning Modalities
- · Draw out knowledge from the client before offering Consultative Advice

Develop an Action Plan

Budget

Sales

Plan

Marketing

Plan

- · Ties People to **Required Actions**
- Sales

Game-Plan

Key Objectives

Deliverables

Planning

Notes

One Page

Strategic

Overview

Metrics /

Dashboard

- Marketing
- Budget Development

Identify Key Objectives

Ties the Vision to Actions

. Future Potential

- Creates Clear Focal Points
- Illustrates the Reason behind Actions

Identify Vision Elements

• Wission | Vision

. Values

 Identify Metrics / Dashboard Elements

