

sample Mgmt Team Member form	
Name: Leslie	Title: Controller
OWNS:	The numbers, bank accounts, A/P, A/R, Overhead, metrics,
Mission:	Answer Question: Are we making money? And track numbers
Key Metric: Reduce Overhead as a % of SLS	
Goal: go from HERE	To: <u> 4 </u> mo. GOAL
Overhead of 33% of Sales	Overhead of 30% of Sales
Get Cash flow ready	By Tuesday
Re-align Chart of Accts To reflect direct costs And true gross margin	By Friday

The Fine Print

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Name:	Title:
OWNS:	
Mission:	
Key Metric:	
Goal: go from HERE:	To this GOAL: in ___ Weeks

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