

Strategic Planning Made Simple

SESSION WORKSHEETS

Workshop - November 3, 2022



Past Year | What are you most proud of?

Right Now | What are you most confident about?

Coming Year

What do you know is coming that are you excited about?

Coming Year

What would make the coming year a great year?

AREAS OF BUSINESS: RATE FROM 1-5 [1= Weak | 5=Excellent]

	PROJECT INQUIRIES	PROSPECT DEVELOPMENT	PROPOSALS/CONTRACTS	PROJECT DELIVERY	REPEATS & REFERRALS
RATING					

MY 90-DAY PRIORITY!

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**WHAT IS CURRENTLY WORKING
IN THIS AREA OF YOUR BUSINESS?**

**WHAT IS CURRENTLY NOT WORKING
IN THIS AREA OF YOUR BUSINESS?**

On this sheet, brainstorm 5-7 priority project ideas to improve your firm in the next 90 days.

If you can, make your project ideas S.M.A.R.T.:

Specific: What does done look like?

Measurable: What KPIs can you track?

Attainable: Do you have the time/resources to complete this in 90 days?

Relevant: How will this help your firm?

Time-bound: Give it a deadline?

Priority Project Ideas

1.

2.

3.

4.

5.

6.

7.

90-DAY PRIORITY PROJECT(S)

OWNER MILESTONES

ON-DECK

PROJECT 1

Next Up Priorities

1.

2.

PROJECT 2

3.

4.

5.

PROJECT 3

6.

7.

Notes | Questions

Takeaways

Actions

JOIN THE ARCHMARK Strategic Planning Group

REACH YOUR GOALS!

Get clarity on your 10-Year, 3-Year, 1-Year and 90-Day priorities to help you reach your goals.

**Annual planning starts in December 2022.
Each cohort is limited to 10 people max.**

Includes everything you need to keep you moving forward to make progress for you and your firm:

- Quarterly strategic planning sessions,
- Mentor-led, bi-weekly accountability and trouble-shooting progress tracking calls
- Access to our coaching team and industry experts
- An online community of growth-minded architects
- Training resources, worksheets, and much more.

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Congrats!

