Suzi Dafnis & Michelle Falzon

MARKETING SUCCESS PLAN

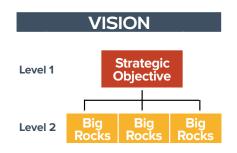
Creating a plan that gives you clarity and gets results begins with having a clear VISION (a vivid picture of what your desired future looks like).

Once you have your VISION you can use these three levels of planning to bring it into reality:

1. Level 1 - Your Strategic Objective In the next 12 months I want to achieve the following "big wins" to support my Vision (this might include things like launching a new product, opening up a new market or implementing a new communication system): Level 1

2. Level 2 - Big Rocks

Now you can figure out the specific Big Rocks you need to implement to achieve each of your Strategic Objectives. So, for instance, if your goal was to launch a new product, you might have a few key big rocks you need to undertake, including: a research project to better understand your market and a design project to develop your new product and so on.



Strategic Objective: Big Rocks:		
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TIP: Keep to 1-3 STRATEGIC OBJECTIVES and 3-5 BIG ROCKS for each objective.



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3. Level 3 - Your Actions

And then it's time to move on to Level 3 - where you map out all the various actions needed to complete each project.

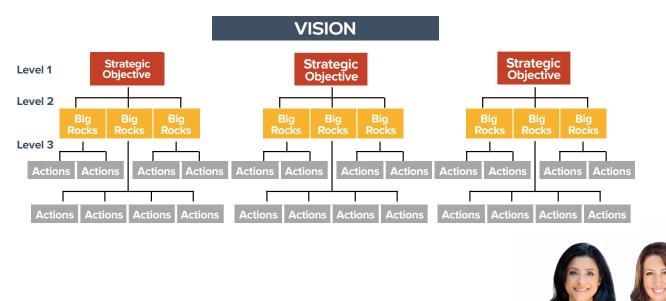
Here is where you get VERY specific about who is doing what -and when.



Strategic Objective:

Big Rock 1: Actions:		
Big Rock 2: Actions:		
Big Rock 3: Actions:		
Big Rock 4: Actions:		
Big Rock 5: Actions:		

You complete this process for EACH of your Strategic Objectives.



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