



BUSINESS GPA ASSESSMENT

● **Date:** _____

7 Things Every Business Must Do :

● **Scoring Key:**

LG	A	A-	B+	B	B-	C+	C	C-	D+	D	D-	F
GPA	4.0	3.67	3.33	3.0	2.67	2.33	2.0	1.67	1.33	1.0	7	0.0

LG Letter Grading

7 Things Every Business Must Do	Letter Grade	GPA
1 Generate revenue from new customers		
2 Maximize revenue from existing clients		
3 Manage operations effectively to maximize the bottom line		
4 Consistently meet then exceed customer expectations		
5 Create a work environment that attracts and retains talent		
6 Bring a spirit of continuous improvement and innovation to all aspects of business		
7 Manage business risk prospectively and strategically		
Overall GPA		





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Prioritization and Action Plan



Top 3 Priorities

Instructions: Select your top 3 priorities in rank order and identify 3 major actions for each priority. Include a due date and the responsible party for each action.

1

Major Actions:

1 **Action:** _____

• Due Date: _____

• Responsible Party: _____

2 **Action:** _____

• Due Date: _____

• Responsible Party: _____

3 **Action:** _____

• Due Date: _____

• Responsible Party: _____

2

Major Actions:

1 **Action:** _____

• Due Date: _____

• Responsible Party: _____



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② **Action:** _____

- Due Date: _____
- Responsible Party: _____

③ **Action:** _____

- Due Date: _____
- Responsible Party: _____

③ _____

Major Actions:

① **Action:** _____

- Due Date: _____
- Responsible Party: _____

② **Action:** _____

- Due Date: _____
- Responsible Party: _____

③ **Action:** _____

- Due Date: _____
- Responsible Party: _____