ANNUAL PLANNING SELF-CHECK · MMM TRAINING

The Year You Meant To Plan

90 SECONDS

Tick what you can answer right now, without opening anything.

Most plans fail on the questions nobody could answer at the start.

TICK ONLY WHAT IS TRUE TODAY — NOT WHAT YOU INTEND TO FIX

- ☐ **I know my labor cost as a percentage of revenue.**
  If not: your largest controllable cost is a number you find out about after it's spent.
- ☐ **I know which role I'll need to fill next, and roughly when.**
  If not: every hire is a reaction, and reactions cost more than plans.
- ☐ **I know which process broke most often last year.**
  If not: you'll fix whatever is loudest this quarter rather than whatever is costliest.
- ☐ **I know what my team was trained on in the last 12 months.**
  If not: training is happening by accident, or not at all, and you can't tell which.
- ☐ **I have three numbers I check every month without fail.**
  If not: you're steering on feel, which works right up until the year it doesn't.
- ☐ **Last year's plan is written down somewhere I could find it.**
  If not: this year's plan will be built without knowing what already didn't work.

Now count the boxes you left empty.

Every blank is a decision you'll make this year on instinct rather than information. Some of those will be right.

____ / 6

0–1 blank
You're in good shape
Tighten the one gap before it becomes the one that costs you.

2–3 blanks
This is most businesses
Real money is sitting here. The fix is usually writing things down, not hiring.

4–6 blanks
Your business runs on you
Nothing is broken yet. That is exactly why now is the cheap moment to fix it.

WHAT THIS USUALLY COSTS

Planning without a baseline is just optimism.

The Operational Clarity Audit gives you the numbers and the ranked gap list first, so this year's plan is built on what's actually happening.

Operational Clarity Audit
From $750
Book at mmmtraining.org

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