



A Solid Foundation
www.asolidfoundation.c

Business Planning User Outline

A guide to better business planning
One step to establishing
A Solid Foundation[®]

Business Planning Cycle

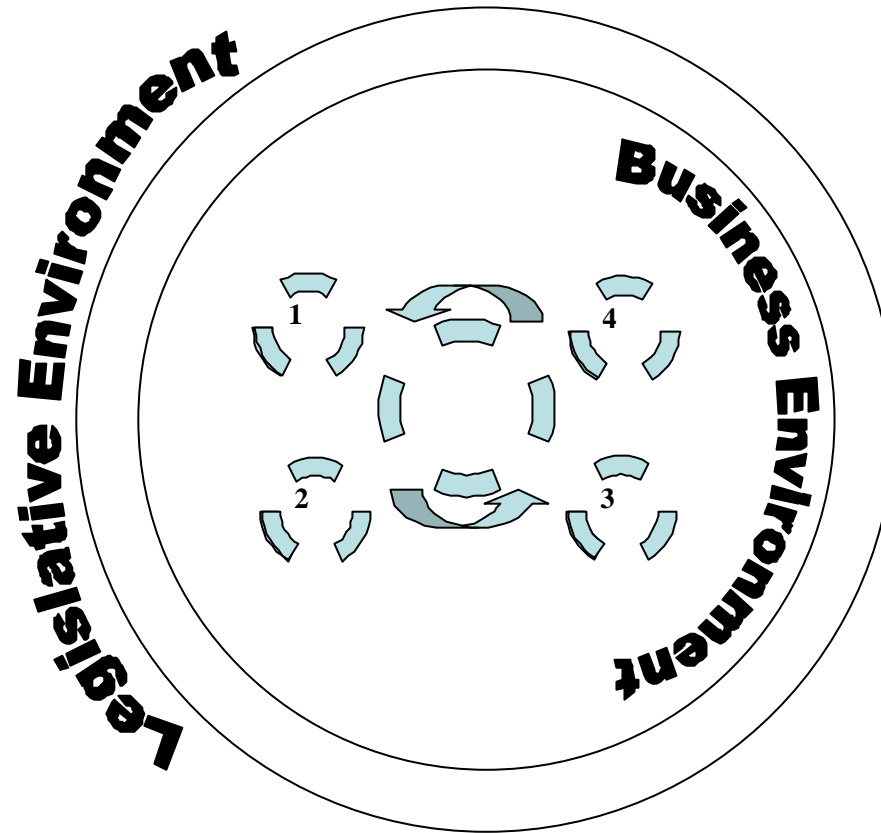


A Solid Foundation
www.asolidfoundation.com

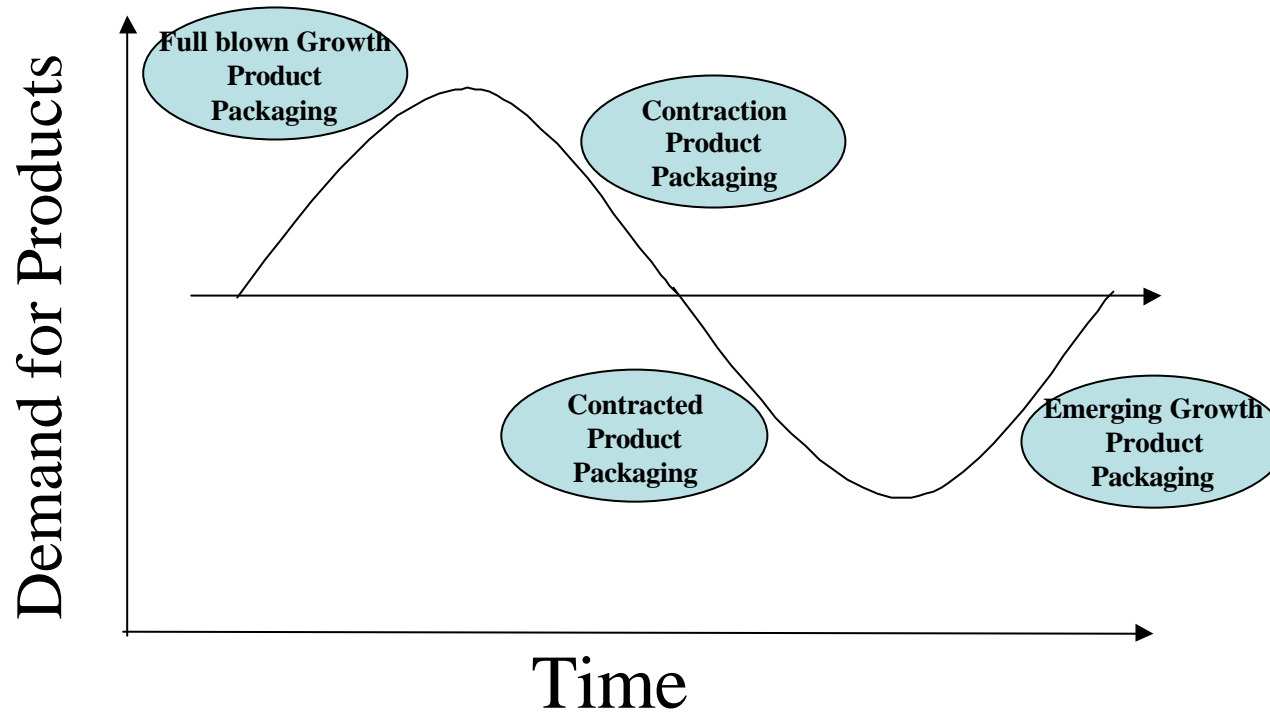


Business Planning Environment

- The business planning cycle fits within a broader legislative environment and a business environment
- Testing the impact and interaction between these three elements is a short but useful exercise in documenting impacts, both positive and negative on each business and each customer



Business Cycle for Customers



- Every customer has a different need depending on the particular position of his business or divisions in the business cycle
- Plotting each one and understanding their existing and future needs is important in being able to respond proactively

Commercial in Confidence

© A Solid Foundation ®