KPI TEMPLATE

Monthly numbers dashboard

Five numbers to check on the same day each month. For each one, ask: is it moving in the right direction, and if not, what is one thing we could do about it this month?

	Target	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun
1. Revenue against last year													
2. Gross profit margin %													
3. Overheads as % of revenue													
4. Debtor days													
5. Cash in bank vs forecast													
Your own number													

This month's actions

What moved the right way?	What needs attention?	One action this month	Who and by when