

Monthly Targets + Profit Levers (Template)

Turn numbers into targets — then choose the 3–5 levers that will move profit.

Monthly targets (next 3 months)

Metric	Month 1	Month 2	Month 3	Owner
Revenue				
Gross profit %				
Net profit %				
Cash at bank (lowest point)				
Debtors (total \$)				
Enquiries per week				
Quotes sent per week				
Quote conversion %				

Profit levers (choose 3–5)

- Price increases on new work (protect margin)
- Reduce rework/callbacks (quality checks)
- Improve quote follow-up (conversion)
- Trim waste: freight, consumables, overtime, duplicate subscriptions
- Speed up invoicing (invoice on completion / weekly schedule)
- Improve debtor discipline (routine + escalation)

Actions (this month)

Action	Owner	Due date	How measured