

Annual Planning Form: Numerical Visualization		Name:			
Section I – Results		Example		Your Info	
Billing Objective for the Year		\$300,000		\$	
Average Fee		\$25,000		\$	
Monthly Billing Objective		\$25,000		\$	
Number of Placements per Month		1			
Section II – Activity Objectives					
Candidate Activity		Example	For Month	Your Info	Your Total
Number of First Time Face-to-face Interviews for Placement		8 to 1	8		
No. of Candidates Presented to Clients for a First Time Face-to-face Interview		2 to 1	16		
No. of Candidates Recruited to Yield 1 Presented to a Client		3 to 1	48		
Number of First Time Face-to-face Interviews per Week		2	8		
No. of Candidates Presented per Week		4	16		
Number of Candidates Recruited per Week		12	48		
No. of Recruiting Presentations to Recruit 1 Candidate		6 to 1	288		
No. of Recruiting Presentations Made per Day		14 – 15	288		
Client Activity					
Weekly Total Job Orders Secured		2	8		
No. of Marketing Presentations to Secure 1 Job Order		15 to 1	120		
No. of Marketing Presentations Made per Day		6	120		
Section III – Energy		Example	Weekly Total	Your Info	Your Total
Number of Recruiting Presentations per Day		14 – 15	72		
Number of Marketing Presentations per Day		6	30		
Daily Activity		Example	Daily Total	Your Info	Your Total
Number of Recruiting Attempts to Recruiting Presentations		3 to 1	45		
Number of Marketing Attempts to Marketing Presentations		5 to 1	30		
Total Market Connect Time to hit Presentations		4 hours	80 hours		