COMPANY SO	CORECA	ARD								Produ	ctLed
	Week 1 [xx/xx-xx/xx]	Week 2 [xx/xx-xx/xx]	Week 3 [xx/xx-xx/xx]	Week 4 [xx/xx-xx/xx]	Remainder [xx/xx-xx/xx]	Monthly Actual	Monthly Target	Status	Metric Owner	Metric Source	Notes
FINANCIAL METRI											
Revenue											
Cash Collected											
Cash Balance											
NORTH STAR MET	TRIC										
Enter Name of Metric											
GTM METRICS											
Visits											
Signups/Ideal Signups											
Setup											
First Strike											
KUI/PQLs											
Upgrades											
SALES											
Enter Name of Metric											
Enter Name of Metric											
Enter Name of Metric											
PRODUCT/PROGR	RAMS										
Enter Name of Metric											
Enter Name of Metric											
Enter Name of Metric											
TECHNOLOGY/DE	VELOPMEN	IT									
Enter Name of Metric											
Enter Name of Metric											
Enter Name of Metric											
SUCCESS/SUPPO	RT										
Enter Name of Metric											
Enter Name of Metric											
Enter Name of Metric											
OPERATIONS											
Enter Name of Metric											
Enter Name of Metric											
Enter Name of Metric											

Green - means we are on track or even ahead of a goal.									
Light green - means we are behind this week but its either a seasonal issue or a momentary blip and you'll be back on track next week.									
Yellow - meeans we are behind, but there's a plan in place to get back on track.									
Light red - means we're behind. We're not so far behind that we can't catch up but we don't yet have a plan for closing the gap.									
Red - means we're behind and there's no hope of catching up.									