

**Continue**

## Fundraising activities, current year-to-date figures and projections

SOURCE	LAST YEAR'S INCOME	LAST YEAR'S EXPENSE	CURRENT YEAR'S INCOME	CURRENT YEAR'S EXPENSE
Individual donors				
Total				
• Membership dues				
• Events				
• Major Gifts				
• Mail solicitation				
• Other:				
Sales /earned income				
Other sources:				
• Government				
• Foundations				
• Corporations				
<b>TOTALS</b>				

## monthly sales report/forecast (template) | sales dept/team ..... month .....

This basic sales report/forecast tool is for a small or new businesses which does not yet have a computerised full management information system, which would normally integrate sales reporting with other business processes.

sales for month	month				cumulative (year to date)			
	actual	plan	variance	%	actual	plan	variance	%
volumes/quantity/number								
values/revenues								
margin/contribution								
% margin/contribution								
number of orders								
average order value								
next month forecast	fcast	plan	variance	%	fcast	plan	variance	%
volumes/quantity/number								
values/revenues								
margin								
quarter forecast	fcast	plan	variance	%	fcast	plan	variance	%
values/revenues								
margin								
year forecast	fcast	plan	variance	%	fcast	plan	variance	%
values/revenues	see note (in msexcel version only, available from businessballs.com)							
margin								

## summary/forecast of sales performance and activities

## Robert Smith

Staff Officer

**PERSONAL STATEMENT**  
Staff Officer with 1 year of experience in performing a wide range of functions in a military environment, which require vision, leadership, communication, proficiency in developing, exploring, implementing policy, etc.

## WORK EXPERIENCE

Staff Officer - May 2016 - 2016

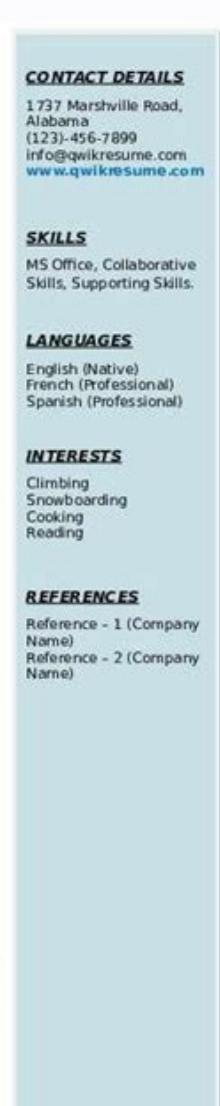
All responsibilities:

- Provided staff support to one of the seven Directorate offices and the GICOM office for both administrative and technical related assistance.
- Supported the Directorate Business Continuity Planner in the definition of primary continuity procedures, roles, responsibilities, and resources necessary for complete restoration or continuance of critical X business processes.
- Served as suspense coordinator for the corresponding, responsible for all X tasks to include those from external agencies, internal offices, and staff packages.
- Received, assessed, and prioritized tasks for the Directorate providing guidance work to appropriate action officers within the organization.
- Developed and presented briefings to individuals at various levels of the organization, to include senior executives.
- Assisted personnel and leadership with Defense Travel System, as needed.
- Supported governance and for a management activities to include schedules, facilitating meetings; both off-site and action tracking.

Staff Officer - 2014 - 2016

All responsibilities:

- Responsible for developing and writing technical procedures used to control the launch of nuclear weapons.
- Rated as top Lieutenant in United States Strategic Command.
- Chosen to lead the first class of nuclear submarine and 100+ ballistic missile submarine personnel on new nuclear weapon control procedures for the complex.
- Delivered briefings to generals and admirals on presidential-level procedures for the control of nuclear forces.
- Support to S2 functionally, a training role. Accomplishments Attended Hawthorne Military Academy full time; formal military education; WRA in A.
- Post report, give details of any incident that has happened.
- Observe and report and patrol the assigned area post.



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DATE: \_\_\_\_\_ GOAL: \_\_\_\_\_

Today's Thought	
Today's Priorities	
#1	
#2	
#3	
#4	
#5	
Today's Schedule	
Today's To Do List	
<input type="checkbox"/>	<input type="checkbox"/>
NOTES	

	Task ID	Description	Priority	Planned Start Date	Actual Start Date	Planned End Date	Actual End Date	Planned Duration	Actual Duration	Planned Status	Actual Status	Completion %
1. System Configuration	TC-001	Configure system environment variables.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-002	Configure database connection parameters.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-003	Configure security settings and access controls.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-004	Configure system logs and monitoring.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-005	Configure system integration with external services.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-006	Configure system performance monitoring and optimization.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-007	Configure system reporting and analytics.	Low	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
2. Data Migration	TC-008	Migrate legacy data from old system to new system.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-009	Migrate configuration data from old system to new system.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-010	Migrate user data from old system to new system.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-011	Migrate system logs from old system to new system.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
3. System Testing	TC-012	Unit testing of core system components.	Medium	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-013	Integration testing between system modules.	Medium	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-014	System performance testing under load conditions.	Medium	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-015	System security testing for vulnerabilities.	Medium	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-016	User acceptance testing with end-users.	Medium	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
4. System Deployment	TC-017	Deploy system to production environment.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-018	Deploy configuration management tools.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%
	TC-019	Deploy system monitoring and logging infrastructure.	High	2023-01-01	2023-01-01	2023-01-01	2023-01-01	00:00:00	00:00:00	Planned	Planned	100%

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