

## Business Development Summary for: TONI VAN ZYL FINANSIELE DIENSTE BK - FSP Number: 181



The table below will reflect the results achieved by a business over a period of 24 months and is facilitated by 1 annual review and 3 quarterly reviews per year. Measuring this performance data consistently will provide valuable and objective insight into how your business is performing over time. Furthermore, the business will benefit from analysing and addressing historic behaviours and patterns in order to improve future performance.

The Business Development Summary Report is designed to provide a snapshot of the business position over time in order to facilitate focussed business planning for the future.

Your Masthead Business Development Advisor will provide an update of this report at every annual and quarterly assessment meeting.

Centre of Management Attention	Initial Assessment	Review Assessment	Review Assessment
Date	01/04/2011	10/07/2012	10/11/2014
Leadership	98%	97%	99%
Marketing	83%	80%	93%
Client Fullfillment	85%	91%	100%
Money	100%	100%	93%
Management	91%	88%	97%
Business Average	91%	91%	96%

