



NAME:

MONTH:

# MEMBER SNAPSHOT

*As iron sharpens iron, so one man sharpens another.*

Rate your last 30 days on a scale of 1-10, where 5 is average and 10 is the best it can be.

FAMILY

**Intimacy with Jesus** \_\_\_\_\_ [ time in the Word / quality prayer time / attending small group / corporate worship ]

*And He said to him, "YOU SHALL LOVE THE LORD YOUR GOD WITH ALL YOUR HEART, AND WITH ALL YOUR SOUL, AND WITH ALL YOUR MIND." This is the great and foremost commandment. — Matthew 22:37-38*

**Marriage** \_\_\_\_\_ You \_\_\_\_\_ Your Wife [quality time together / communication / praying together / time for fun ]

*Husbands, love your wives, as Christ loved the church and gave himself up for her. — Ephesians 5:25*

**Parenting / Children** \_\_\_\_\_ [ 1 to 1 quality time / awareness of their triumphs and struggles / affirm them and seek their forgiveness ]

*Train up a child in the way he should go; even when he is old he will not depart from it. — Proverbs 22:6*

**Staff** \_\_\_\_\_ [ annual staff turnover rate / cultural fit with values / Get it, Want it, Capacity for it (GWC) ]

*And we urge you, brothers, admonish the idle, encourage the fainthearted, help the weak, be patient with them all. — 1 Thessalonians 5:14*

**Sales** \_\_\_\_\_ [ YOY rev growth / % of recurring rev / # new customers / % rev from top 3 customers ]

*"His master said to him, 'Well done, good and faithful servant. You have been faithful over a little; I will set you over much...'" — Matthew 25:21*

**Marketing** \_\_\_\_\_ [ customer acquisition cost as % of rev / # of leads / website traffic / lead conversion rate ]

*Behold, I will do something new. Now it will spring forth; Will you not be aware of it? I will even make a roadway in the wilderness — Isaiah 53:19*

BUSINESS

**Operations** \_\_\_\_\_ [ gross margin % and trends / inventory turnover rate / vendor challenges / OH as % of revenue ]

*But all things should be done decently and in order. — 1 Corinthians 14:40*

**Finances** \_\_\_\_\_ [ EBITDA / cash flow / debt levels / internal controls ]

*For which of you, desiring to build a tower, does not first sit down and count the cost, whether he has enough to complete it? — Luke 14:28*

**Leadership** \_\_\_\_\_ [ aware of your strengths and weaknesses / 30 day growth / Revenue dependent on you? ]

*Shepherd the flock of God that is among you, exercising oversight, not under compulsion, but willingly, as God would have you; not for shameful gain, but eagerly; not domineering over those in your charge, but being examples to the flock. — 1 Peter 5:2-3*

## Major Issue for Discussion