



INDIVIDUAL MEMBER OKR EXAMPLES:

Objective: Increase Business size to become industry leader in my town.

KR1: Schedule 25 Sales meetings between January 15th-June 30th 2023.

KR2: Increase client retention rate from 65% to 85% by June 30th 2023.

KR3: Hire Office Assistant by March 30th 2023.

Objective: Make a difference locally Give back to my community

KR1: Develop 5 new relationships with non-profits by May 31st 2023

KR2: Donate \$5000 in scholarships by June 30th 2023.

KR3: Pay each employee for one day of work per month at a charity of their choice by June 30th 2023.

Objective: Work less, make more money, and spend time with those I love.

KR1: Reduce number of weekly hours worked from 65 to 50 by December 31st. 2023.

KR2: Take 15 full days of vacation during the year of 2023.

KR3: Hire Business Coach or Strategist by February 1st 2023.