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| **WORKSHEET – PERFORMANCE DATA – EXTRA CREDIT PREWORK FOR SESSION 4** | | |
| Metrics are the indicators of your success. Once you have identified metrics, you can track historical and current performance. That information, along with industry benchmarks, helps you set future performance targets.  **Instructions:**  *1. Identify the metrics you track. Document historic and current performance.*  *2. Summarize the data in one page.*  *3. Share with planning team members in advance of Session 4.* | | |
| **Metrics we track** | **Historical Performance** | **Current Performance** |
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