



*Mountain Skies Business Consulting*

**Strategic Plan Tasks for Practical Vision D - Earn Mo' Money**

Task	Responsible	Q1	Q2	Q3	Q4	2009
<b>D1</b>						
Purchase Arizona Mfg. List	Barney F	X				
Begin Cold Call Process on AZ Mfgs.	Barney F	X				
Create Periodic Current Cust Contact	Barney F		X			
Create Cold Call Followup Process	Barney F		X			
Attend MDM Expo	Barney F	X				
Develop ROI White Paper	Barney F/Bilbo B			X		
Develop Website SEO	Barney F		X			
Hire Internet Marketing Firm	Barney F/Bilbo B		X			
Develop Brochure	Barney F/Bilbo B/Benny B		X			
Develop Data Sheets	Barney F/Bilbo B/Benny B		X			
Explore Trade Show Exhibition	Barney F		X			
Create Trade Show Display	Barney F				X	
Attend Trade Show	Barney F					X
<b>D2</b>						
Research Possible Areas	Barney F/Bilbo B			X		
Determine Grant Funding Availability	Barney F/Bilbo B			X		
Prepare for Fiscal 2009 Grant Writing	Barney F				X	
Write Grants	Barney F/Bilbo B					X
<b>D3</b>						
Get WBE Logo on Website	Barney F		X			
Attend WBE Workshop	Bilbo B		X			
Create Vendor Profiles on Targeted WBE Users	Barney F		X	X		
Determine Best Contacts for BRM Services/Products	Barney F		X	X		
<b>D4</b>						
Attend Solor Workshop	Barney F	X				
Research Solar Needs	Barney F/Bilbo B		X			
Research Other Green Opportunities	Barney F/Bilbo B		X			