

# **Invoicing Process - 2016 Q4 Rock**

## **BACKGROUND**

\*a 100 word description of the rock

### **Problem**

\*25 word description of issue being solved

### **Expected Result**

\*1-3 bullets describing what success is for this rock

### **Deliverables**

1) In 90 days, there are, at most, 3 to 5 milestones. Describe them here.

### **Leadership Support Needed**

\*who are the key leaders (peers on your leadership team) that have to help you make this rock DONE? Name them here. (could be a key subject matter/technical expert in your business)

### **Leadership Buy-In Needed**

\*Does the leadership team need to lay eyes on this to bless it or will they need input to refine and approve it along the way? (should be reflected in deliverables if a the whole group needs to hear debate) If only a couple leaders name them here

## **CONCLUSION, RECOMMENDATION & NEXT STEPS**

*Here is your 400 word description of solution (1 page) including recommendation and next steps. Next steps are the future rocks or ongoing activity to fully implement (Follow by All/FBA in EOS® language.*