**Change Strategy: First 100 Days In Milk**



**Worksheet 5**

**Farm:**

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| **1.** | **Desired change** |  |
| **2.** | **With the change successfully in place:**   * **What would things look like on the farm?** * **How would they operate?** * **How would things be better?** |  |

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| **3.** | **To be very successful, what things does the farm need to be very good at? (Key Performance Areas)** | **What does it mean to be very good at each of these things?**  **(Capabilities Required to be successful)** |
|  | **KPA 1:** |  |
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|  | **KPA 2:** |  |
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|  | **KPA 3:** |  |
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|  | **KPA 4:** |  |
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|  | **KPA 5:** |  |
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| **4.** | **Action Plan** | | | | |
| **KPA 1:** | |  | | |
| **Capabilities required to be successful:** | |  | | |
| **What needs to be done?** | | | **Who is involved?** | **By when?** |
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| **KPA 2:** | |  | | |
| **Capabilities required to be successful:** | |  | | |
| **What needs to be done?** | | | **Who is involved?** | **By when?** |
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| **KPA 3:** | |  | | |
| **Capabilities required to be successful:** | |  | | |
| **What needs to be done?** | | | **Who is involved?** | **By when?** |
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| **KPA 4:** |  | | |
| **Capabilities required to be successful:** |  | | |
| **What needs to be done?** | | **Who is involved?** | **By when?** |
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| **KPA 5:** |  | | |
| **Capabilities required to be successful:** |  | | |
| **What needs to be done?** | | **Who is involved?** | **By when?** |
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