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**ANNUAL MARKETING PLAN**

MARKETING PLAN

COMPANY NAME

Street Address

City, State and Zip

webaddress.com

Version 0.0.0

MM/DD/20XX

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| --- | --- | --- |
| PREPARED BY | TITLE | DATE |
| Name | Title | MM/DD/YY |
| EMAIL | | PHONE |
| Email address | |  |
| APPROVED BY | TITLE | DATE |
| Name | Title | MM/DD/YY |

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# EXECUTIVE SUMMARY

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|  |

# mission statement

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|  |

# vision statement

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# SITUATIONAL ANALYSIS

## 5C ANALYSIS

### *COMPANY*

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### *COLLABORATORS*

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### *CUSTOMERS*

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### *COMPETITORS*

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| --- |
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### *CLIMATE*

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## SWOT ANALYSIS

|  |  |
| --- | --- |
| INTERNAL FACTORS | |
| STRENGTHS (+) | WEAKNESSES (-) |
|  |  |
| EXTERNAL FACTORS | |
| OPPORTUNITIES (+) | THREATS (-) |
|  |  |

# CORE CAPABILITIES

### CAPABILITY ONE

|  |
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### CAPABILITY TWO

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### CAPABILITY THREE

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# GOALS

## BUSINESS GOALS

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## SALES GOALS

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## FINANCIAL GOALS

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## MARKETING GOALS

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# TARGET MARKET

## INFORMATION COLLECTION

|  |
| --- |
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## PAIN POINTS

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| --- |
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## SOLUTIONS

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| --- |
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## BUYER PERSONA

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# MARKETING STRATEGY

## BUYER’S BUYING CYCLE

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## UNIQUE SELLING PROPOSITION (USP)

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## BRANDING

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## MARKETING MIX – 4Ps

### *PRODUCT*

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### *PRICE*

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### *PLACE*

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### *PROMOTION*

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## MARKETING CHANNELS

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## BUDGET

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# PERFORMANCE STANDARDS & MEASUREMENT METHODS

## STANDARDS OF PERFORMANCE

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## BENCHMARKS

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## MARKETING METRICS TO MEASURE SUCCESS

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## MEASUREMENT METHODS

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# FINANCIAL SUMMARY

## FINANCIAL FORECASTS

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## BREAK-EVEN ANALYSIS

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## FINANCIAL STATEMENTS

### *INCOME STATEMENT*

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### *CASH-FLOW PROJECTION*

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### *BALANCE SHEET*

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# APPENDIX

## RESEARCH RESULTS

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## PRODUCT SPECIFICATIONS AND IMAGES

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