THE 80/20 INSTITUTE

Larkspur Precision

90-day Plan Book

November 29, 2026

The period shown on this page. PGOS, from the company file.

The 80/20 Institute

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How to read this page

Sample company. These aren't your numbers.

Together about $400K a year. Cash by week 13 +$72K. The cash is that profit through week 13. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

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How to read the focus areas

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Focus areas

Area	How to read it
Close the pricing gaps	Close the pricing gaps. Quad 2 gross margin is 35.3 pts under its modeled target (19.3% now, 54.6% modeled). Jan 15–Dec 15, 2025 . Quads come from the invoice file. The profi t and loss statement is the sum of those invo ices.
Earn the right to grow	Earn the right to grow. Right-to-Grow is 1.63 (Need to Simplify), and the recent trend is fla t. The benchmark is 2.0. Jan 15–Dec 15, 20 25. Quads come from the invoice file. The pr ofit and loss statement is the sum of those in voices.
Zero-Up the overhead	Zero-Up the overhead. Overhead is $2.3M (19.4% of sales) for the period that opened th is area. The latest closed quarter is $603,86 4 (19.4% of sales). Jan 15–Dec 15, 2025. Q uads come from the invoice file. The profit a nd loss statement is the sum of those invoic es.

How to read the priorities

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Priorities

Priority	How to read it
Reprice custom jobs quoted below true cost	Reprice custom jobs quoted below true cost. Profit $220K a year. This is the profit on this priority. Cash by week 13 +$40K. From the company plan. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.
Set order minimums and setup charges on small runs	Set order minimums and setup charges on small runs. Profit $120K a year. This is the profit on this priority. Cash by week 13 +$22K. From the company plan. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.
Give freed machine hours to repeat work for top customers	Give freed machine hours to repeat work for top customers. Profit $60K a year. This is the profit on this priority. Cash by week 13 +$10K. From the company plan. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

Focus areas

The next 90 days

Area	Target	Owner	Status
Close the pricing gaps	Within 90 days, put the widest gap quad on a price action (raise, minimum, or walk-away) and record the margin that actually stuck.		Not started
Earn the right to grow	Within 90 days, move Right-to-Grow up from 1.63 toward 2.0 by cutting Quad 4 activity or people cost, and show the change on the next upload.		Not started
Zero-Up the overhead	Within 90 days, name the overhead that does not serve Quad 1 and take the first cut or redeployment.		Not started