Larkspur Precision

Strategy Execution

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.

Strategy Execution. The charters name $295.3K. That amount is not the Strategy Planning dollar. Planned $295.3K. Actual $198.0K. Variance −$97.2K. Strategy Planning, Pricing, Simplify, and Cost Reduction are not added. Jan 15–Dec 15, 2025. Quads come from the invoice file. The profit and loss statement is the sum of those invoices.

A blank stays off. Nothing here posts.

Charters

The charters name $295.3K. That amount is not the Strategy Planning dollar.

Owner lines

Charter	Owner	Aim	Dollar	Status
Reprice the three deepest discounts	Tom Reyna	Sales work for Larkspur Precision.	$18.0K	In progress
Monthly call plan for core accounts	Tom Reyna	Sales work for Larkspur Precision.	$23.4K	Done
Walk-away rule on one-off quotes	Tom Reyna	Sales work for Larkspur Precision.	$28.8K	Not started
New-account list for the core line	Tom Reyna	Sales work for Larkspur Precision.	$34.2K	In progress
Quote desk standard reply	Tom Reyna	Sales work for Larkspur Precision.	$39.6K	Done
On-time recovery on the late jobs	Devon Walsh	Operations work for Larkspur Precision.	$45.0K	Not started
Tail-customer exit list	Devon Walsh	Operations work for Larkspur Precision.	$50.4K	In progress
Callback or rework review	Devon Walsh	Operations work for Larkspur Precision.	$55.8K	Done
Overtime cap on the largest crew	Devon Walsh	Operations work for Larkspur Precision.	Not yet sized	Not started
Vendor bid on the top spend	Devon Walsh	Operations work for Larkspur Precision.	Not yet sized	In progress

Charter	Owner	Aim	Dollar	Status
Second source for the single-source part	Devon Walsh	Operations work for Larkspur Precision.	Not yet sized	Done
Weekly cash and receivables	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	Not started
Overhead freeze on open reqs	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	In progress
Month-close checklist	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	Done
Discount leakage report	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	Not started
Backup chart for lead seats	Marcus Hale	People work for Larkspur Precision.	Not yet sized	In progress
Hiring plan for the open crew	Marcus Hale	People work for Larkspur Precision.	Not yet sized	Done
Quarterly reviews finished	Marcus Hale	People work for Larkspur Precision.	Not yet sized	Not started
Stay interviews in the largest department	Marcus Hale	People work for Larkspur Precision.	Not yet sized	In progress
End two money-losing items	Anita Rao	Product work for Larkspur Precision.	Not yet sized	Done
New offer the core accounts asked for	Anita Rao	Product work for Larkspur Precision.	Not yet sized	Not started
Floor price on custom work	Anita Rao	Product work for Larkspur Precision.	Not yet sized	In progress

Charter	Owner	Aim	Dollar	Status
Price book the sellers use	Anita Rao	Product work for Larkspur Precision.	Not yet sized	Done
Catalog cleanup of dead items	Anita Rao	Product work for Larkspur Precision.	Not yet sized	Not started
Freight allowance rules	Devon Walsh	Operations work for Larkspur Precision.	Not yet sized	In progress
Contract renewal calendar	Tom Reyna	Sales work for Larkspur Precision.	Not yet sized	Done
Inventory or parts turns	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	Not started
Trainer for the new hires	Marcus Hale	People work for Larkspur Precision.	Not yet sized	In progress
Win rate by quad on the forecast	Tom Reyna	Sales work for Larkspur Precision.	Not yet sized	Done
Wallet map for the ten largest accounts	Tom Reyna	Sales work for Larkspur Precision.	Not yet sized	Not started
Constraint on the promise date	Devon Walsh	Operations work for Larkspur Precision.	Not yet sized	In progress
Second source for the part that stops the line	Devon Walsh	Operations work for Larkspur Precision.	Not yet sized	Done
Covenant and cash on page one	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	Not started
Overhead accounts that do not serve the core	Irene Kowalski	Finance work for Larkspur Precision.	Not yet sized	In progress

Charter	Owner	Aim	Dollar	Status
Talent review th at ends in a dec ision	Marcus Hale	People work for Larkspur Precisi on.	Not yet sized	Done
Stop rule written before the next offer	Anita Rao	Product work fo r Larkspur Preci sion.	Not yet sized	Not started
Dead items off t he quote form	Anita Rao	Product work fo r Larkspur Preci sion.	Not yet sized	In progress
One-page pack for the last clos ed month	Carla Bennett	Ceo work for La rkspur Precision .	Not yet sized	Done