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|   |  2023 |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   | ANNUAL WORK PLAN |   |   |   |   |
|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   | Your Company Name |   |   |   |   |
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|   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   | # | Activity | Responsible | 2023 | AsNeeded |   |
|   | JAN | FEB | MAR | APR | MAY | JUN | JUL | AUG | SEP | OCT | NOV | DEC |   |
|   | 1 | Initial training for all procedures | John Doe | X |   |   |   |   |   |   |   |   |   |   |   |   |   |
|   | 2 | Raise awareness of overall goals | Jordan Daily | X | X |   |   |   |   |   |   |   |   |   |   | ê |   |
|   | 3 | Ongoing support for distributor #1 | Gabriel Olson |   | X | X | X | X | X | X | X | X | X | X | X |   |   |
|   | 4 | Ongoing support for distributor #2 | Robert Holloway |   | X | X | X | X | X | X | X | X | X | X | X |   |   |
|   | 5 | Ongoing support for distributor #3 | Patricia Brady |   | X | X | X | X | X | X | X | X | X | X | X |   |   |
|   | 6 | Ongoing support for distributor #4 | Felicia Dixon |   | X | X | X | X | X | X | X | X | X | X | X |   |   |
|   | 7 | Ongoing support for distributor #5 | Olivia Good |   | X | X | X | X | X | X | X | X | X | X | X |   |   |
|   | 8 | Training type "A" with workshop | John Doe |   | X |   |   | X |   |   | X |   |   | X |   |   |   |
|   | 9 | Training type "B" with scoring | John Doe |   |   |   |   |   |   |   |   |   |   |   |   | ê |   |
|   | 10 | Campaign report | Morgan McFarland |   |   |   |   |   | X |   |   |   |   |   | X |   |   |
|   | 11 | Research: Multinational diversification | Alex Erickson |   |   |   |   |   |   |   |   | X |   |   |   |   |   |
|   | 12 | Research: Company silver bullet | Alex Erickson |   |   |   | X |   |   |   |   |   |   |   |   |   |   |
|   | 13 | Individual contribution estimation | Cameron Payne |   |   | X |   |   |   |   |   | X |   |   |   | ê |   |
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