**Annual Planning**

**Analyze these records and answer the following questions:**

1. Which months were you busiest?
2. Which months did business volume slow down?
3. What types of events were considered successful?
4. What types of events were not successful?
5. When is league activity highest? Lowest?
6. Based on your analysis, what types of opportunities do you see available (i.e. months with slower activity, events, both strong and weak)?