

What is actually available?

Separate an allocation from committed, proposed and unknown amounts.

1 · WINDOW / INCOME

One week / four-week what-if / other stated period:

2 · CATEGORIES

FIXED or already committed:

DISCRETIONARY or proposed:

UNKNOWN is not \$0:

3 · REMAINDER

Allocation – stated commitments – chosen proposal:

4 · REPEAT ONLY IF ASSUMPTIONS HOLD

Name the period; ask what needs a fresh quote.