





## **#1 - REVIEW OF LAST YEAR**

Take a look at what has changed in your career or your business. How many things can you look for to demonstrate the success and progress of you and the business? What stands out within the last year as milestones, or WOW moments? Make a list of 25 items – when you set a target you will find the items/ideas to fill your list. If you just try to wing it, you will not see everything that has improved.

### **1.1 THE BUSINESS – Review 2016**

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Personally, do the same thing. What has changed or improved in the last year for you? What experiences have you had that you've always wanted to have? What were your WOW moments? Where have you gone? What have you seen or been part of?

## **1.2 YOURSELF – Review 2016**

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*I really recommend “journaling” your progress as a person and as a business. There is a great quote that reads, “an unexamined life is not worth living” by Socrates. This time of year it is critical for stepping back and evaluating where you’ve been – personally and with the business.*



## **#2 – BIG HAIRY AUDACIOUS GOALS (BHAGs)**

If you could make a list right now of things you would do, if, you knew in this moment you could not fail, what would they be? Would you have a TV show? Would you receive awards? Would you sing on American Idol? Would you travel to the North Pole? What things would you do in your life if you knew there was no chance for failure? Really, no barriers – all the money, resources and time you needed to do whatever big things you wanted. What world problem would you solve? Make a list of your top 10! Have some fun thinking in terms of all the possibilities.

### **2.1 Big Hairy Audacious Goals knowing I could not fail:**

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*"Goals are dreams we convert to plans and take action"*

*Zig Ziglar*



## **#3 – PERSONAL GOALS 2017**

Take a relaxing look at your goals for 2017. It can be big, serious stuff or just an idea to have more fun. This past year I've had clients take dream trips, buy dream cars and double sales all because it started in their mind. Just sit and get comfortable with the ideas of what you would really do with unlimited time, money or resources. Look at all areas of your life – financial, spiritual, health, family, hobbies, travel etc. Start there and be honest with yourself – have some fun thinking in terms of all the possibilities.

### **3.1 PERSONAL – Goals for 2017**

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### #3 – BUSINESS GOALS 2017

Now, make a list of all the things you want to achieve with your career or your business. Make a list that may involve your own role – what you do, the hours you work, the things you want to improve about your skills. Then expand that to the business as a whole; goals for sales, profit, staff #'s, training commitments, customer service, systems etc.

#### **3.2 YOUR BUSINESS GOALS for 2017**

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## **#4 – CALENDAR OF GOALS**

Take the ideas from Exercise #3 and put them onto this calendar. Add each of your personal and business goals to the month it will be completed in, or when specific milestones would occur.

JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE

JULY	AUGUST	SEPTEMBER	OCTOBER	NOVEMBER	DECEMBER

*Stop Saying  
"I Wish"  
Start Saying  
"I Will"*



## **#5 – OBSTACLES AND ACCOUNTABILITY**

Most people will know exactly what their big obstacles will be in the achievement of their goals. They know it will be hitting the snooze button the alarm clock that keeps them from morning workouts. They know it is email that limits their productivity. They know where they are weak in their skills at work.

In the space below, think about the first 10 things that could stop you from pursuing your goals each day. Think about the things that will stop you from achievement of your goals. NOW, write them down AND write down the new habit or tactic you will use to get around that obstacle or issue. Most of us know the solutions to our obstacles too!

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My expected obstacles to my success and my new strategy for each:

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Obstacle	Strategy to overcome obstacle.

*Obstacles do not block the path, they are the path.*





## **#6 - THE LIFE LIST**

Every year it is nice to take a look out into your future and really imagine your life. I love the quote “Live the life you imagine. Move confidently in the direction of your dreams”. Take a half hour and put together a list of your 100 things you want to accomplish in your lifetime. This could be travel, adventure, an event or experience. What 100 things would you like to do or live before you leave this blue planet?

Note: you will get stumped a couple of times where ideas may stop (I did at 23, 41, 56, 73 and 92). Take a moment and leave the list for a minute. But don't stop until you reach 100

Really Stumped? Go to a Bookstore and browse the magazine section for ideas and images to really inspire you!

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My 100 Life Goals:

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