

# Reflection and Goal Setting for a prosperous year

## Step One: Complete Your Past Year

Many of us can feel inspired to start designing new plans for the upcoming year, but I encourage you to do what the MOST successful entrepreneurs do – and take part in a brief process to successfully COMPLETE your last year FIRST.

No matter what level of business you may be at currently – I know for sure this past year has been FULL of important accomplishments, wins, experiences and lessons for you. In order for you to fully “reap the rewards” of all your hard work it’s important to pause (before charging on) so you can fully absorb the value of what you’ve just been through.

Taking this “time out” to evaluate your year will also help you determine where you are now – in relation to your most important goals and intentions. Are you moving closer? Getting off track? Does your plan for next year need just a little tweaking – or a serious do-over?

There’s a famous saying “If we don’t learn the lessons history has to teach us, we are doomed to repeat them.” The same is true for your business – if you don’t learn the lessons your business has to teach you – you will be doomed to repeat them also.

Set yourself up to benefit from EVERYTHING you’ve experienced in your business to date by reflecting on your past year, celebrating your wins, absorbing the lessons that came forward, and integrating it all.

### Use these questions to guide you:

1. In reflecting on this past year, list 10 major wins or accomplishments you experienced (can be both your business and personal).

2. In what ways have YOU grown or developed yourself in past year? How are you different today than you were a year ago?

Example: What new skills, knowledge and/or abilities do you have? What new qualities and/or habits have you developed? WHO are you now as a result of this past year?

3. When you reflect on this past year- what are you most proud of and WHY?

4. What were 2 or 3 of the most important “lessons” you learned over the last 12 months? How can you leverage the experience/insight you gained from these to help you accomplish what you want in the year ahead?

5. What did you do that took you out of your comfort zone? How did this courageous action benefit you, your business, and your life?

6. List 3 people who had a positive impact on your life. What did they do and how did you benefit?

7. List 3 people whose lives have been positively impacted by you. How specifically? How is your life better as a result?

8. Where did you get stuck or “off track” with your goals this past year, and why? What can you learn from this that will help you experience more success next year?

9. Based on your experiences from this past year – what ONE change would you like to make that will set you up for more success in this coming year? Why is this so key for you?

### **Step Two: Dream Big and Design Your Ideal Year Ahead**

One of my favorite activities each year is to take time out to “dream big” and create (or re-visit) my vision for my life and business. Having a clear, compelling picture of your ideal life and business will keep you inspired and in action (even during the most challenging times). If you haven’t done this (or done this in awhile) I encourage you to take some time to “dream big” and create a compelling vision of what you want to create in the next 5 years! Put on some inspiring music – grab a pen and start writing.

#### **Here are some questions to guide you:**

Five years from now – where do you want to be?

What does your ideal business “look like?”. Who is on your team? How are you working together?

What income do you want to make? How many hours a week are you working?

How are you spending your time outside of your business (with your kids? Traveling? Favorite hobby?)

In what ways are you contributing or making a difference? How does this feel?

WHO will you be (as a person, business owner, leader)?

What do you get to experience now that made all your hard work SO worth it?

Keeping your “ideal vision” in mind – answer the following questions:

1. What are your MOST important goals and intentions for your business in the coming year? Why is accomplishing these so important to you now? How will your life be better as a result?
2. What other areas of your life also need your attention (in order to stay balanced, energized and inspired)? career, financial, relationship/family, spiritual, health, fun and recreation, romance
3. WHO do you want to BECOME in the year ahead? What qualities, skills, habits and ways of “being” are you now ready to adopt? What will make the biggest difference in achieving your goals?

### **Step Three: Get Clear On Your Action Steps for The First 90 Days**

The difference between just ‘setting goals’ and actually ACHIEVING them comes down to one thing – ACTION! The most important part of your upcoming year is the “FIRST 90 DAYS” – because the actions you take during this time will set your course for the year

ahead. Take a moment to “drill down” and get clear on a simple action plan for the first quarter of your year.

Take a look at your main goals for the year, and pick your top 3 business goals (and top 2 personal goals).

What is a realistic “milestone” to accomplish in each of these areas in the first 90 days?

What specific action steps will you need to take (in each area) to accomplish these goals?

#### **Step Four: Set up Accountability and Support (You NEED This and You Are WORTH This!)**

The #1 key to whether or not you will accomplish your goals and “big dreams” is really simple – it comes down to how much support you have around you. Even the most successful business owners and network marketing leaders need support (and even accountability) to help them generate great results, stay on track and in consistent activity.

Use the following questions to help you design your own “ideal support team” for the coming year.

1. What challenges or distractions do you foresee might get you off track in the next year? What steps can you take now to keep this from happening?
  
2. What support would make a big difference for you? For example – could you use emotional support and encouragement?
  - Could you use coaching or support from an expert/leader to learn “proven strategies” so you achieve the results you want more easily?

- Do you need support around the house (or office) to take care of tasks that eat up your time)?
- Start designing your ideal “support team” and take action now to put this in place!

3. What kind of “accountability support” are you willing to put in place? Are you ready to “partner” with a buddy on your team – or work closely with your upline leader? Is it time to ask someone to coach with you? Do you need a way to track your progress each day/week so you can stay more accountable to yourself and your goals? Is it time to create a “mastermind” of fellow leaders – people you can connect with regularly to brainstorm ideas and support each other so you all achieve more together? I highly encourage you to do whatever it takes to surround yourself with all the support you need for the year ahead. You deserve it, and it can truly be the “deciding factor” in whether or not you make this a “life-changing” year for you.

**Congratulations!** If you have made it this far – count yourself in the top 3% of network marketing – direct selling professionals who are willing to do whatever it takes to have your ideal life and business (including investing time to prepare for an outstanding year ahead). I wish you an fabulous year and look forward to sharing more strategies to help you accelerate your results and income.