

## Are you ready for 2017?

**New President, Russia, FBI Scandal, Threat of Nuclear War – All these are distractions that can negatively impact our state-of-mind.**

How many of us are glued to the news every waking moment of the day or waiting to see what happens after January 20<sup>th</sup>?

Don't do this to yourself, to your family and to your business!

Now is the time to take the bull-by-the-horns and create, finish, and implement your **Success Plan for 2017!**

Here's one example of some categories that you might want to include:

1. **Personal Affirmations**- We are always putting ourselves down. I'm too heavy, too thin, too short, not good looking enough, ad-infinitum! Instead, why not replace these with positive personal affirmations that feed your mind and body positive energy. Believe it or not, even after 20 years in business I fall into the Negative Nelly role and worry. So my wife has to remind me to "snap-out-of-it!" Here are some affirmation ideas for a few categories:
  - a. **MONEY**- Money comes to me easily and effortlessly. Wealth constantly flows into my life. My actions create constant prosperity. I am aligned with the energy of abundance!
  - b. **BUSINESS SUCCESS**: I am great at business dealings. My experience and expertise will help me be successful. I am prepared to overcome any challenge. Customers will naturally want to do business with me.
  - c. **LOVE**: I spread love to those around me and it returns to me in abundance. Love follows me everywhere I go. My heart is always open to love. I have the power to give love endlessly.
  - d. **HEALTH**: Every day, in every way, I am getting healthier and healthier and feeling better and better. I love myself and am perfectly healthy. Every cell in my body is healthy and vibrant. I think only positive thoughts and am always happy and joyous, no matter what the external conditions are. I avoid junk food. I eat healthy, nutritious food that benefits my body and large quantities of water that cleanses my body.
2. **Business Skills you want to Improve** - This is the year for you to enroll in an Excel class and learn Pivot Tables!
3. **Financial Goals**
  - a. **Business**- Daily, weekly, monthly. Check out the sample Metrics board that one of my clients has on his wall. His business REVENUE has TRIPLED from when I first started consulting with him three years ago.
    - i. We are offering this format on a six foot whiteboard for only \$\_\_\_\_\_ plus S&H
  - b. **Personal**- Have you invested in your IRA or 401(k) this year? Do you have enough money saved to cover at least three month's-worth of bills? Do you Pay Yourself 10% First, then pay your bills?
4. What are **three to five major goals and objectives** you want to reach in 2017? (No more than 5 - Too many will diffuse your efforts and resources)
5. **Key Business Development Activities**- What will you do differently to improve your business operations, sales or customer base this year?
6. **Operational Performance Improvement Goals**- Have you identified the seven classic wastes in your organization? Have you started Morning huddle meetings to discuss the previous day's problems, find the root cause, and pay attention, so the same things don't keep happening/ Have you switched your organization from a Reactive to a Proactive Organization? If you are an executive, have you changed your style to collaborative servant-leader, from authoritative "Boss?"
7. **Personal Goals**- Want to go on that special vacation or cruise this year? Want to lose weight, gain weight, enroll in a Lean Six Sigma certification class or get your High school degree or advanced degree?
8. **Social Media & Networking Goals**- Have you updated your website and SEO? Have you searched for and compared keywords that will help you place higher on search engines and give your business more visibility? Are you linking your social media to feed each other? Do you have a well-organized Customer

Relationship Management (CRM) software and are you reaching out to your clients regularly (That's marketing or Branding). By the way, I'd like to recommend the folks at [extraContact](http://extraContact.com) who create and manage my web presence. Please contact Dave Watson a call at: 604-985-3283 or email him at <mailto:dave@extracontact.com>.

Sales Tracker											
2017	GOAL: _____										
Monthly	Weekly	Daily	Grand Slam	Home Run	Triple	Double	Single	Foul Ball	Strike 1	Strike 2	Strike 3
YTD			Better than Planned	As Expected & on time	Sensing Blockers	Getting back on pace	Weak sauce/Shaky Ground	Stuck & Getting Worse	Behind, with Low Traction	Stalled & No Progress	Broken & Devastating
Month	2016	2017				Next Action				Owner	
Jan			1			A.					
Feb						B.					
Mar						C.					
Apr			2			A.					
May						B.					
Jun						C.					
Jul			3			A.					
Aug						B.					
Sep						C.					
Oct			Notes:								
Nov											
Dec											