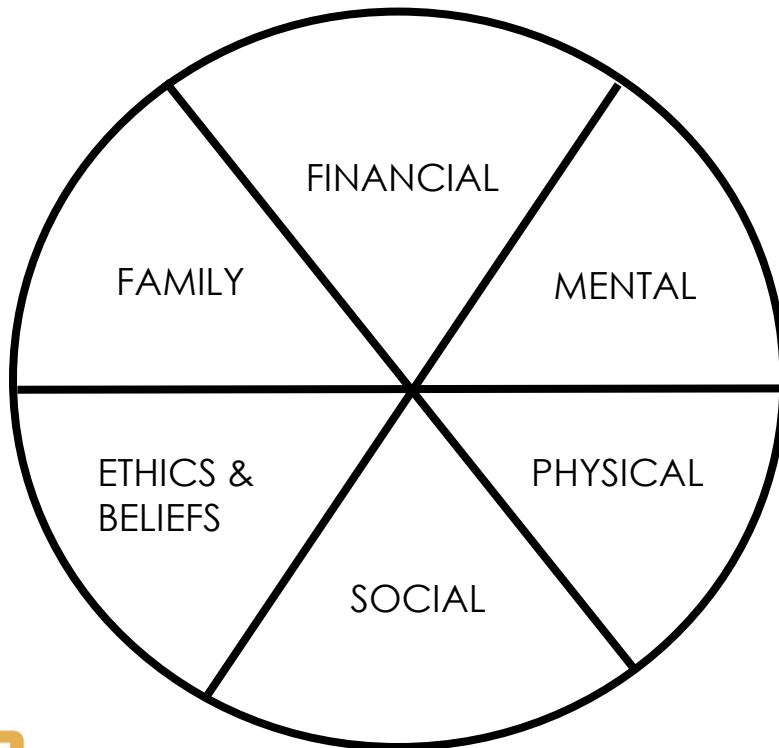


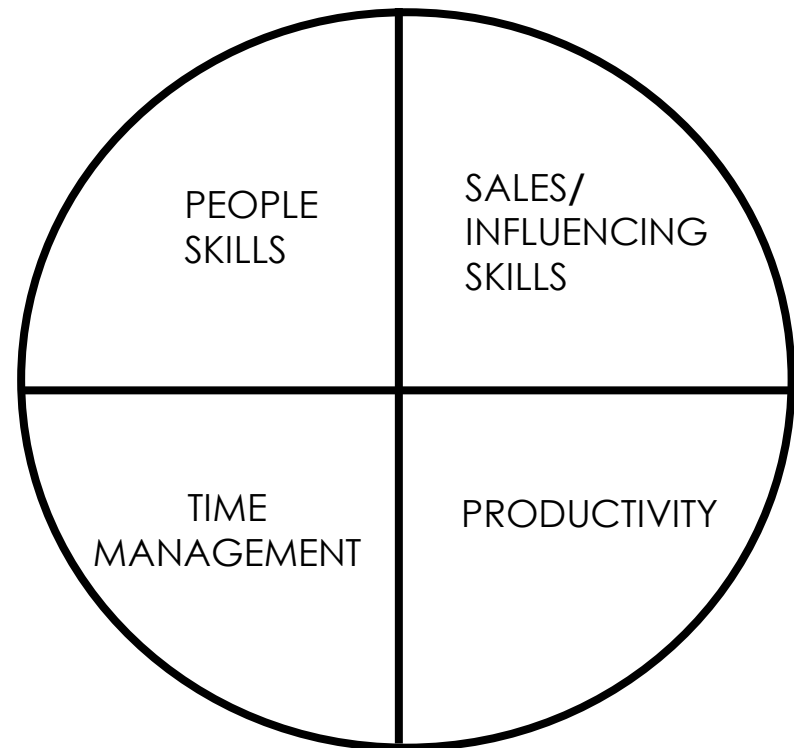


WHERE ARE YOU NOW?

Personally



Professionally



CLEAR THE DECKS. NOW.

Personally

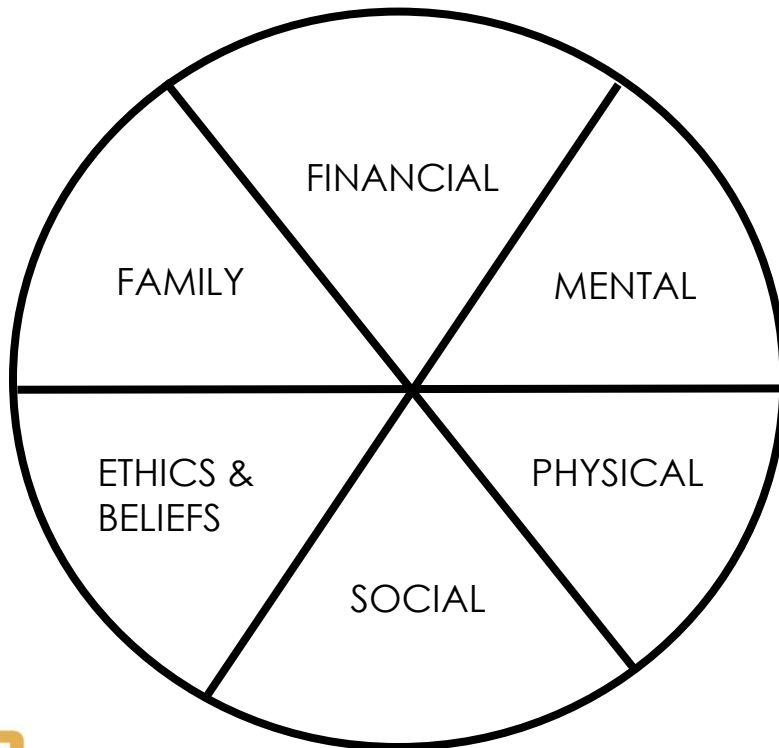
- Forgive whom?
- Thank whom?
- Repair what relationship?
- Build what relationship?
- Begin what relationship?
- Do what?

Professionally

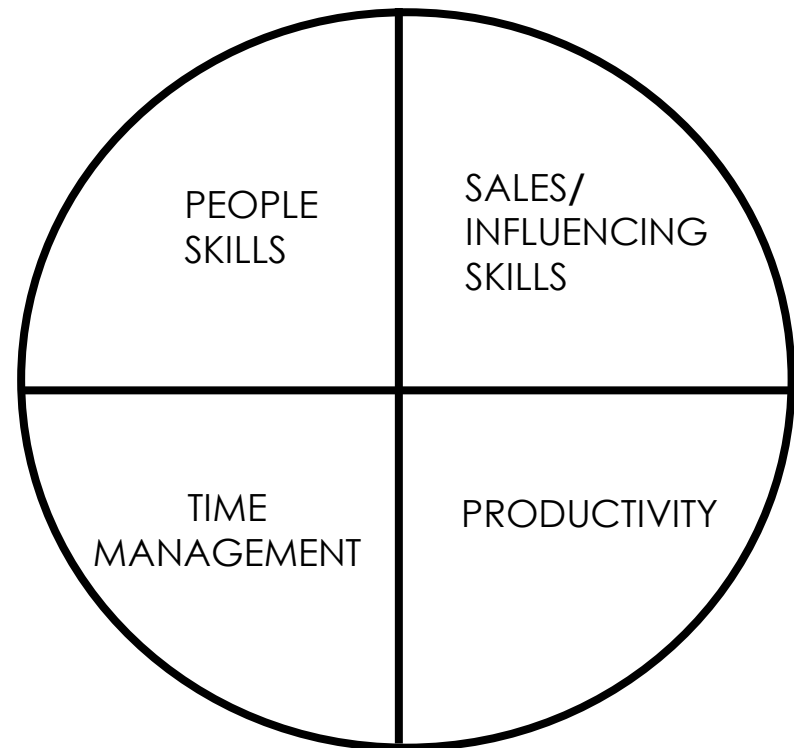
- Forgive whom?
- Thank whom?
- Repair what relationship?
- Build what relationship?
- Begin what relationship?
- Do what?

WHERE DO YOU WANT TO BE IN DECEMBER?

Personally



Professionally



CLEAR THE DECKS, PART 2.

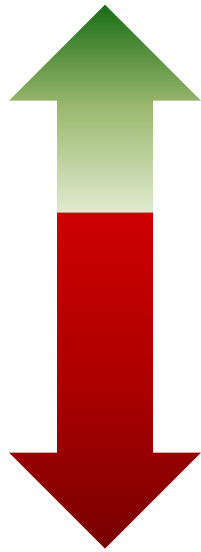
- Why haven't I achieved my goals in the past?
- What didn't I start last year that still needs to be done?
- What didn't I finish in 2011 that still needs to be completed?
- What will happen if I don't achieve my goals?
- What do I **especially** need to do in 2012?
- What do I need to do differently this year?
- What **don't** I need to do this year?
- What will happen if I do achieve or surpass my goals this year?

To Do TODAY

Write it down,
fold it up,
seal envelope,
hand it in.



OPTIONS FOR SUCCESS



- #1: One-on-One Coaching for highest level of achievement
- #2: Continued Group Work
- #3: Partnered Accountability
- #4: Self-Accountability with typically lowest level of achievement

TOP 5 GOALS FOR 2012

- ✓ Finance travel for kids to CA wedding
- Business set up; marketing plan in action
- ★ 3 more corporate clients
- ★ 5 more individual coaching clients
- ★ Lose 15 lbs by exercising regularly and eating well
- ★ Continue with family priorities

Bonus: Plan 2-3 romantic getaways with Mark

GOAL #1

- 3 more corporate clients

Tasks:

1. Research current warm leads
2. Review networking contacts for possible prospects
3. Define prospects to pursue in 2012
4. Review public information on 2012 prospects
5. Schedule meetings
6. Define needs
7. Build proposal

TASK # 1

- Research current warm leads

Tasks:

1. Review Franklin Planner summaries
2. Review Outlook calendar
3. Review Blackberry notes
4. Review paper files

Obstacles:

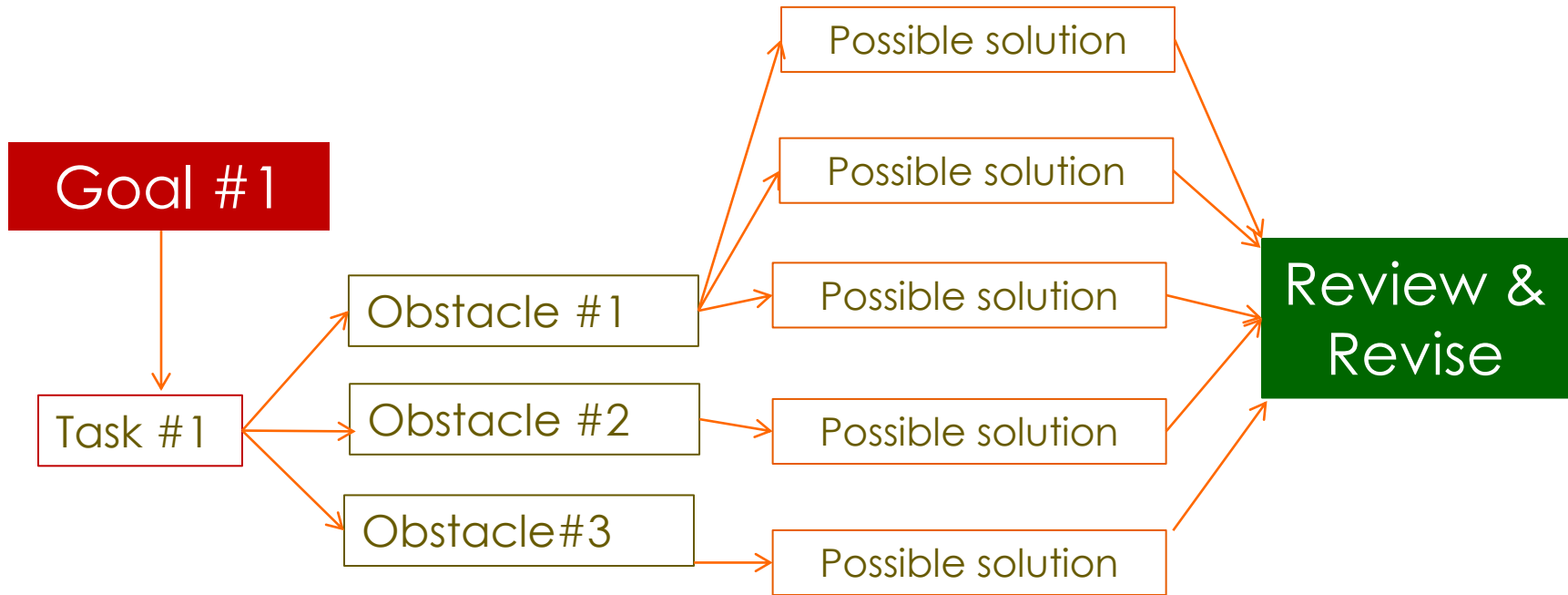
1. Finding time
2. Getting organized

OBSTACLE #1: FINDING TIME

Solution:

- ✓ Schedule 2 hours this week to review Franklin Planner summaries (*scheduled for 1/17*)
- ✓ Schedule 1 hour to review Outlook calendar within 2 weeks (*scheduled for 1/23*)
- ✓ Review Blackberry notes (*completed 1/14*)
- Schedule time in January to review paper files
- Review and revise (ongoing)

ACTION PLAN SUMMARY



BUILD, REVIEW & REVISE

- Build in January
- Review monthly
- Revise quarterly
- Celebrate every day that something's accomplished
- Rebuild in December
- Appreciate the gift that 2012 has brought you:
 - > goals
 - > priorities
 - > overall success





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Thank you and good luck!