Make it your best year yet!

Seven steps to achieving outstanding performance in the next financial year.



We first make our habits, and then our habits make us.'

John Dryden

Do you make written plans and goals for yourself each financial year?

Most people make a few vague promises on New Year's Eve. Most of those resolutions are forgotten before the year is half over. Almost no-one sets goals for the financial year.

But setting professional goals for the new financial year makes sense. Why? Well, it's not likely that you've spent the previous night at the biggest party of the year, for starters. And it means that you can track financial goals over the fiscal term.

The following seven questions will take you through the process of firing up yourself and your team for the next financial year. It will help you get clear about what you want, then create the momentum to follow through and achieve your goals.

- 1. Where are you now?
- 2. How do you succeed?
- 3. Are you inspired?
- 4. Where's your focus?
- 5. What's your commitment?
- 6. How can you get started?
- 7. How will you know you've succeeded?







Where are you now?

Getting clear about what you really want means knowing where you are and where you've come from. Take a few minutes to answer the following questions:

What was your greatest achievement professionally in the last 12 months?
What are some successes that you would like to repeat or improve in the next year?





What were your biggest challenges over the last year?
What do you hope never happens again?







What did you learn from your positive experiences that you can use going forward?





Vhat did you learn from your challenges? How will that knowledge be priceless to yo







What were the	e most important de	cisions you ma	ide in the last 12	2 months?
What might ye	ou do differently this	s year as a resu	ılt of those deci	sions?







What helps you succeed?

Take some time now to list the challenges you've faced professionally. What difficult things have you accomplished that have made you proud?		





Choose two or three of those accomplishments, and, for each one, write out the process you used to make that thing happen. What made you want it badly enough to do what it took? What plans or processes did you use? What made your performance great?







Are you inspired?

Get up, take a deep breath. Cast your mind forward over the next 12 months. Let the future wash over you as you imagine yourself living that time. Now, write down all your goals, dreams, wishes and desire for yourself professionally over the next year.		

Where's your focus?

Look over the list above and circle the five things that you most want to be, do, or have over the next 12 months. Make sure the very thought of each of those things inspires and motivates you to want to take massive action.







Are you committed?

or each of the five goals you circled on the previous page, write a short paragraph about why you chieve them. What are the reasons that are going to get you up and going, day in and day out? Wo you want these five things so much?	MUST hy
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How can you get started?

ls require action, a take TODAY to mo	ove, even a little,	toward each	of your goals?	







How will you know when you've succeeded?

The clearer your vision of your goals and intended outcomes, the more likely they are to happen. So take a moment to imagine the time when you have achieved each of your goals. How will you measure your success? How will you know when you've reached the summit? When and how will you celebrate?

