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# 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?

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## 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?

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### What are some successes that you would like to repeat or improve in the next year?

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What were your biggest challenges over the last year?

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What do you hope never happens again?

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What were the most important decisions you made in the last 12 months?

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What might you do differently this year as a result of those decisions?

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