

Pre-Webinar Q&A

1. Do you make resolutions each new year?
2. Do you make a business and marketing plan each year?
3. Do you regularly write down your goals?
4. Do you mostly fly by the seat of your pants?



How to Have Your Best Year Ever!

Presented by Marty Marsh

Marty Marsh





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Taking a Look Back

**What are your
favorite memories
of last year?**

Taking a Look Back

**What did you
accomplish
or finish?**

Taking a Look Back

**What made
your heart
light up?**

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Taking a Look Back

**Who nurtured you or
gave you support?**

**Who did YOU nurture
and give support to?**

Taking a Look Back

**What were your
biggest challenges
last year?**

Taking a Look Back

**What were your
biggest failures or
disappointments
last year?**

Taking a Look Back

**What did you
learn about
yourself?**

Taking a Look Back

**Do you have any
unfinished business
left to take
care of?**

2016

Loading...



Looking Forward

**What are some things
you could do this year
that you've been
afraid to try
in the past?**

Looking Forward

**How can you
stretch your
comfort zone this
coming year?**

Looking Forward

What would you be doing if you knew you could not fail, and that time and money made no difference whatsoever?

Looking Forward

**If you lost
everything
tomorrow, what
would you miss
the most?**

Looking Forward

**If your life was
perfect, what
would that look
like to you?**

Looking Forward

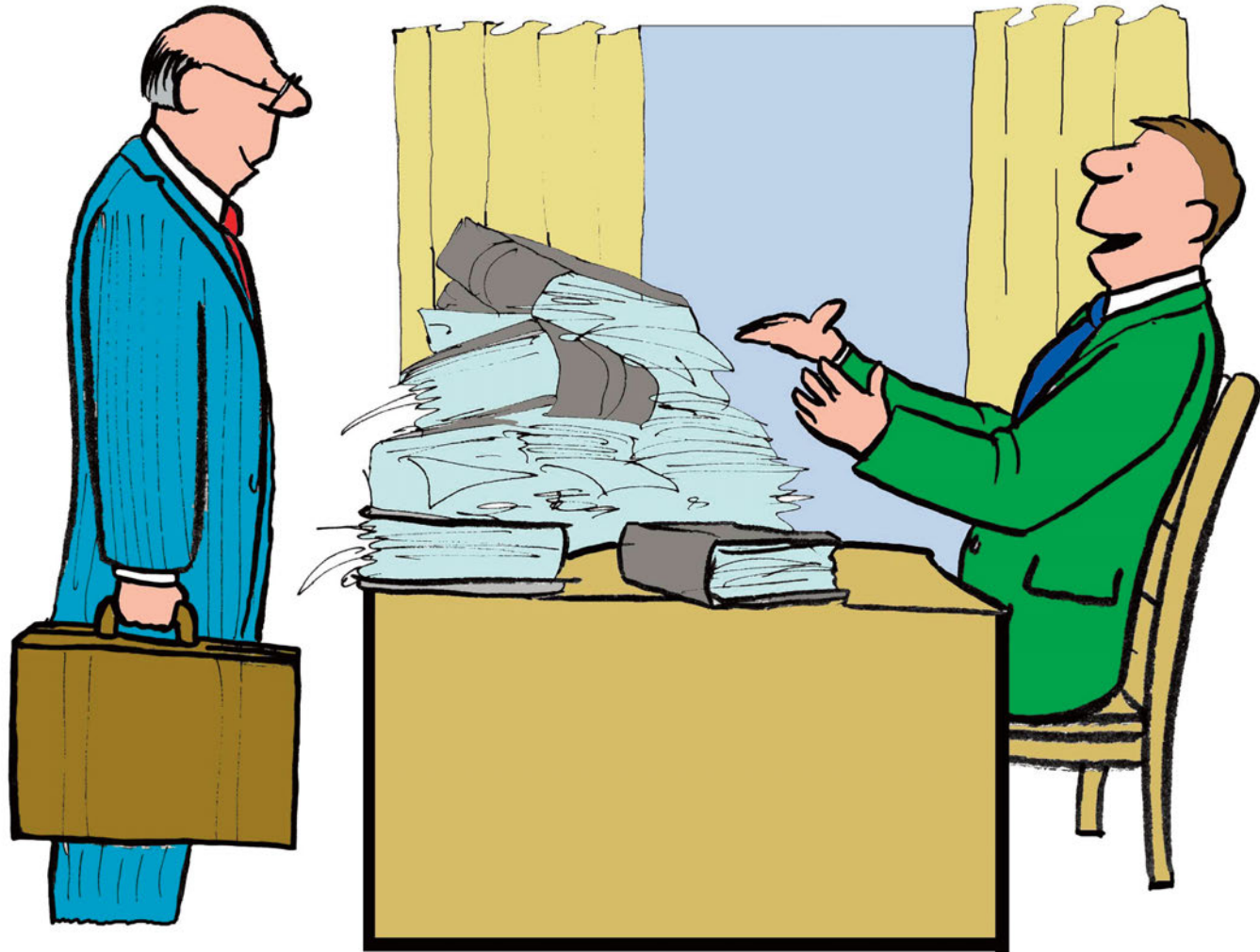
Why do you do
what you do?

WHY?

Looking Forward

Write yourself a letter.





“We’re throwing out the old rules.”

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Your Business Policies

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**As an Entrepreneur
you wear many hats...**

Secretary/Assistant

Bookkeeper

Creator

Project Manager

CEO

Looking Forward

**How many days
will you work
each week?**

Looking Forward

**How many
FOCUSED HOURS
will you commit to
working each day?**

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**How many
vacation
days will
you take
this year?**

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Wasting Time

What are you doing when you are NOT doing what you are SUPPOSED to be doing?

What are your greatest time wasters?

What do you need to STOP doing once and for all?

Looking Forward

**How can you
stretch your
comfort zone this
coming year?**

**What are
the perks
and
benefits
you enjoy
by being
your own
boss?**



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Your Business Vision

**Where do you
want to be in:**

1 Year

5 Years

10 Years

Goal Setting

Family/Relationships/Personal

Financial

Spiritual

Charity & Volunteer Work

Business Growth

Your Year at a Glance

Goal Description

Yearly

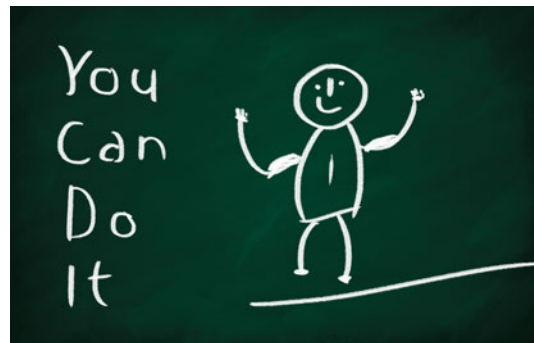
Monthly

Weekly

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Creating Do-Able Tasks

Weekly Goal Tasks to Achieve



Resources

**What resources do
you need?**

Business Tools?

Business Training?

People?

Accountability & Support

**What support
do you need?**

Who?

Role?



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Goals by Profit Center

Objective

Projected Income

Actual Income

Project & Goal Planning

Where do you need to put the most effort this month?

- **Filling the Pipeline?**
 - **Following Up?**
- **Sales Conversations/Demos**
 - **Closing Sales**

Project & Goal Planning

What is your BIG GOAL for this month?

How many FOCUSED HOURS will you commit to working each day to attain this goal?

If you could meet this goal, what would that get you?

If you meet this goal, what will be your reward?

What are up to 3 things you need to help you accomplish this goal?

What are 10 actions or activities you can do daily to achieve this goal?

Schedule :

1. time :
2. time :
3. time :
4. time :
5. time :
6. time :
7. time :
8. time :
9. time :
10. time :

note :

Make a Daily Plan

Plan tomorrow today.

Use a timer.

**Clear your desk during
the day.**



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Tips

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- 2. Schedule regular administration days.**

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- 3. Find the right organizational system.**

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4. Keep your goals front and center.

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- 5. Actively work toward the results you want.**

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6. Focus on one main goal at a time.

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7. Appreciate what's abundant.

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8. Identify symptoms of burnout.

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9. Learn how to recalibrate your behaviors.

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10. Leave some business on the table.

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11. Develop a daily practice.

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9. Learn how to recalibrate your behaviors.
10. Leave some business on the table.
11. Develop a daily practice.
12. Take it one day at a time.

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