

reflection

2021

G . O . A . L . S .

2022

envision

2022

THIS IS HOW IT WILL BE DONE

The key to my success is to **focus on the essentials & be consistent in the execution.**

I believe in this lead generating action plan to build a pipeline throughout the year.

Lead Gen #1:

Lead Gen #2:

Lead Gen #3:

THIS YEAR, I WILL ACCOMPLISH

ANNUAL INCOME GOAL

Net Income: _____
Gross Income: _____

ANNUAL SALES GOAL

Sales Volume: _____
Avg. Sales Price: _____

TRANSACTION GOAL

Annual: _____
Monthly: _____

REFERRAL GOAL

Annual: _____
Monthly: _____

LIST/BUY APPT GOAL

Annual: _____
Monthly: _____

TOTAL CONTACT GOAL

Monthly: _____
Daily: _____
(5 Day Work Week)

**THIS IS THE BUSINESS PLAN I
DESIGNED TO ACCOMPLISH
MY GOALS IN 2022**

REFLECTION

2021

FAVORITE MEMORIES

MOST GRATEFUL FOR...

MOST PROUD OF...

ENJOYED...

LISTENING, READING,
INVESTING, EXPLORING, ETC:

AQUIRED NEW...

SKILLS:

HABITS:

FRIENDSHIPS:

2022

PRINCIPLES

What do you focus on & **believe** to be true about your current situation, quality of life, & future opportunities?

What have you **learned** that makes you trust the path you are on?

What **principles** do you live by that give you confidence in your purpose & peace on your journey?

PRIORITIES

Values/What's Important/Your Why

Needs/Required/Costs

Wants/Dream Big/5 Year Goals

PLAN

What action steps can you commit to in order to live by your principles & prioritize your values, needs, and wants?

How will you commit to the plan? What "bumper rails" do you have in place?

When will you make the time to execute the plan, focus on the essentials, connect with those you care for, & refill your cup?

20
22

