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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,

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

FAVORITE MEMORIES ENJOYED... LISTENING, READING, INVESTING, EXPLORING, ETC: **MOST GRATEFUL FOR... AQUIRED NEW...** SKILLS: HABITS: **MOST PROUD OF...** FRIENDSHIPS:

REFLECTION

2022

I WILL FIND JOY & COMFORT IN...

- •
- - •

I WILL WAKE UP FEELING...

- .
- •
- •

I WILL END THE DAY FEELING...

- •
- •
- .

I WILL CREATE A ROUTINE AROUND THESE DAILY ESSENTIALS...

- .
- .
- •

I WILL FOCUS ON THESE HABITS FOR SUCCESS...

- •
- •

I WILL DITCH THESE BAD HABITS...

- •
- •

I WON'T LET THIS DISTRACT ME...

- •
- .

I WILL DEVELOP MY STRENGTHS IN.

- _

I WILL FOCUS ON THESE LEAD

- GENERATING ACTIVITIES...
 - •
- •

I WILL BE CONSISTENT IN...

- •
- •

I WILL CHALLENGE MYSELF TO ...

- •
- •

•

OTHER THOUGHTS, WISHES, HOPES, & DREAMS...

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?

MATTERS MOST

PRIORITIES

Values/What's Important/Your Why

Needs/Required/Costs

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

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?

WORKSHEET BASED ON THE PODCAST: THE BRIAN BUFFINI SHOW EPISODE #041 | ALIGN, UNWIND, & REMEMBER WHAT MATTERS MOST

