

## **2013: Questions you need to answer**

It's that time again!

No no no not Christmas, though yes that's definitely coming round pretty quickly.

Review time.

You'll already know how crucial I believe it is to set goals. Well, having set goals it's crucial too to measure your success rate on those goals. And the end of the year is such a brilliant time for this.

How great would it be to go into Christmas having had a thorough review on where you are, how far you've come, what you've achieved and what have you learned in 2013?

I've dusted down my trusty 'review' questions - designed to let you explore in more detail how 2013 has been. Did you execute your plan to perfection? Have you been too hard on yourself? Have you been a touch complacent? All will be revealed if you take your time, clear your head (pour a drink?) and explore...your conclusions will have a big bearing on your 2014 and beyond...



### **2013: Great Stuff?**

**Think about all the great stuff you did this year - and all the great results you had. For each one ask:**

What was your focus?

What actions did you take?

What personal qualities did you use to achieve success?

What strengths did you draw upon?

Who else was involved in this success?

What qualities did they bring?  
In what other areas or situations could you use this strategy?

### **Not so Great Stuff?**

**List all the not so great results from 2013. For each one ask:**

What was your focus?  
What actions did you take?  
What did you fail to notice at the time?  
What could you have done differently?  
What got in the way of success?  
What, in your heart of hearts, really stopped you succeeding?

and...

### **What will you do next time in view of these learnings?**

What you learn from these questions will give you more control in the future and a greater ability to overcome challenges when they happen.

The next step is to write down all the things you want to achieve in 2014 because we have a great goal setting tool for you in one of our January editions of Tricks of the Trade.

Let me know how you get on.

Enjoy...and until next time

## **Leigh**

### **Sales Mistakes you MUST avoid**

**Get this complimentary download NOW or have the DVD posted to you.**

**Click through NOW**

**results@sales-consultancy.com**

**020 7903 5426**

**www.sales-consultancy.com**

**For previous 'Tricks of the Trade' go here**