



Designing Your 2013

HAPPY NEW YEAR to you from all at The Sales Consultancy.

2013? Excited? Daunted?

Well it's time to take responsibility for shaping a 2013 that would suit **YOU** down to the ground.

Yes it's the 'G' Word!

Goals.

What do you want from 2013? When it comes to December 2013 and you're reflecting back on the year, what must have happened for you to say "Wow, it's been a fantastic year"?



Enjoy the process below. Find yourself a quiet and inspiring place and get to work! Whether your aims are financial, personal, social or business, write them down.

Get in touch if you want help with your goal setting...we're here to help.

Goal Setting for 2013

Well-defined goals are vital in all elements of business. The following process is one I use in business and personally. Work through the questions and remember that your initial response is normally the most useful.

State in the positive (i.e. what you want, not what you don't want)

What specifically do I want in 2013?

The evidence

What would be my evidence that I have achieved my goal?

How would I know if I were getting my goal?

What would I be doing to get it?

What would I be seeing/hearing/feeling?

What would be a demonstration of it?

The specifics

Where do I want this goal?

Where do I not want this goal?

When do I want this goal?

When do I not want this goal?

With whom do I want this goal?

With whom do I not want this goal?

The actions

What resources can I activate to get this goal?

What resources can I acquire to get this goal?

What can I do?

What can I continue doing?

The future

What will happen if I get this goal?

How will getting this goal affect other aspects of my life?

How does getting this goal benefit me?

What might I lose if it happens?

These questions will really help you define your goals and give you the motivation and a framework to achieve them.

Good luck with your 2013 goal setting.

Bear in mind research on goal setting which concludes that your goal setting will be more effective if you;

- 1) Take action immediately and often to achieve them (obvious but...)
- 2) Tell a supportive friend/colleague/mentor what those goals are
- 3) Regularly update this person on the progress to achieving your goals

Wishing you a happy, healthy and very successful 2013.

Let me know how you get on.

Until next time

Leigh

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