



Reflecting on 2012

Hello Jonathan

I was looking back at my newsletter of one year ago this week - it started "Wow! What a year" and went on to describe some of the momentous events of 2011.

Well I could quite easily use the same heading for 2012...we've had the lot! Who can ever forget The Olympic and Paralympic Games, The Queen's Diamond Jubilee celebrations, Europe's continued economic woes, The Leveson enquiry, Syria, Egypt and a whole lot more.



But how about YOUR year?

It's inevitable that we reflect in December...so make your reflections count.

Take some time out (in the company of a coffee and a mince pie or two?) and take yourself through the questions below...they're guaranteed to make sure you go into Christmas having bottled all your learns from 2012 and ensure you're fully ready for the next episode that is 2013.

2012: What did you learn?

You can learn positive things from everything that happens. If something goes really well, what was it that made it a success? When something goes badly, what could you have done differently to get a better result?

Dig deep. Your answers will help you create your strategy for 2013.

2012: Great Stuff?

List 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 2012. 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?

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. Remember, the more you learn, the more you earn!

The next step is to write down all the things you want to achieve in 2013 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.

Until next time

Leigh

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