

Howard Litwak, CBC

Regional Director

518-664-5033 (p)

518-248-3843 (c)

HLitwak@ParadigmAssociates.US



To jump into next year, you need to close out this year. Not just close out the year but feel good about it. This questionnaire was developed to help you do that.

You have where you started.

You have what was actually accomplished.

Then there is the Ideal.

Don't look at the gap. Look at what you actually did accomplish. The progress you have made.

You may have had more successes than you thought!

Then decide where you will put your personal energy next year. Always remember that goals give us momentum and create productive activity.

1. Did you develop any new business relationships or re-energize old relationships?
2. Did you start a new line or develop a new product?
3. Is there a new market you identified? What is it?
4. Did you get better at delegating?
5. Was progress made in leadership? (New books read, new skills developed, etc.)
6. Did you make progress in presentation skills or speeches?
7. Did you develop a new marketing campaign or piece?
8. Any new technology learned?
9. Were there any new skills, abilities, or competencies learned?

10. Was progress made or was there growth in investments, stocks, land, or your business?
11. Did you experience growth in relationships?
12. Were any new habits developed? (Exercise, eating better, etc.)
13. Did you attend any positive events? Where you said "WOW!"
14. Did you make any progress in personal presentation? In being a better "YOU"?
15. Did you spend more time in nature?
16. Was there any spiritual development?
17. Were there any positive events in the family?
18. How about personal development. What strides did you make here? (More calm, etc.)
19. What did you accomplish in health and fitness?
20. Did you take any trips and vacations?
21. What positive success did you have in letting things go? (Control, clutter, emotions, etc.)
22. Were there any new additions? (Staff, pets, etc.)
23. Were you part of any positive events in the community?

-Adapted from Jack Canfield's 12/1/2010 teleconference