



Just for Today

The best way to predict the future is to change it!

Think less, do more.

Over the past few weeks we've been exploring SMART goals. Have you taken any action? Because, by bitter experience I have discovered that you can't "*think in*" business. There has to be some activity. Time to set 90 day goals.

In the next 90 days, I will (this is your big goal)

Increase my revenue by: \$ _____ or _____%

Decrease my spending by: \$ _____ or _____%

Increase my profit margin by: \$ _____ or _____%

The Action steps I will take to reach this goal:

I need to meet more people (remember, 50 people = 10 prospects and 2 sales).

To do this, I will:

Attend _____ networking functions

Follow up with _____ prospects/day/week

Make _____ contacts every day or until I reach my goal of _____ appointments.

Meeting more people means I have to have professional credibility.

To do so, I will:

Update my marketing material (and I will have a marketing plan in place)

Website

Home Page Y N

Products/Services Y N

Blog Y N

Other

Brochures Y N

Business Cards Y N

Social Networking Y N

Other _____

There, that wasn't too difficult, was it?

Just for today: I will focus on small, achievable goals.



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