

NINJA 気 SELLING

“Making 2016 Count” *Top 10 Things to Do Before 12/31/2015*

1. Review Past Year; 6 months; etc:
 - a. What worked?
 - b. What didn't work?
 - c. Most fun or biggest highlight
 - d. Best sources of business – listings & sales
 - e. Who can I learn from?
2. Review 3 Values and 3 Joys
3. Dreams into Goals Exercise
 - a. Health
 - b. Personal
 - c. Family/Friends
 - d. Financial
 - e. Fun/Sanity
 - f. Your “Goddard List”
4. Greenbag – Make room for the “new” in your life. 5-box system
 - a. To do
 - b. To delegate
 - c. To file
 - d. To read
 - e. To trash
5. Financial Vision
 - a. Receiving Goal – Goal Contract
 - b. Net Worth Goal
 - c. “Automatic Pilot” system
6. Business Plan – 21 step; 1 step; 2 step
7. Ways I plan to increase “FLOW” – activity goals in my “pond” - 50/week–30%
8. Load Calendar – Weekly Routines/Activities – 12 Month Calendar (Big Rocks)
9. The “One Hour Solution”
10. Simplify! Practice 80/20 rule. “Live Simple. Think Big!”

