

Questioning Your Game Plan

It's hard to believe that 2006 is almost here. Will you start it by "Making and Breaking Resolutions" or taking a *different approach*?

First, consider everything you accomplished in 2005: business, professional, personal, retirement, family, relationships, health, home, hobbies, the unexpected, everything. Surprised by how much you accomplished? Enjoy the feeling and give serious thought to your reward and recognition for those who helped. Personal celebrations keep you from feeling unappreciated and provide the mental energy to forge ahead.

Now which of your accomplishments were anticipate and how many just happened by chance? Did chance distract you from what you really wanted to accomplish?

Staying focused begins with a **vision of outcomes**, which puts what you want into context. Don't simply state that you want "more sales, more patients, a raise, a vacation, etc," broaden the picture "In 2006, I want to take my family on a fall vacation and start saving for college. I will achieve this by increasing sales and reducing and consolidating debt". Stated this way, you can develop an **action plan** aligning your business and personal objectives. In this context, working harder and smarter or not increasing debt are not negatives but achievements in executing your plan. Achievements fuel success.

No one can succeed alone, so who will help you carry out your plan? You'll gain much needed **support** by sharing your vision and letting others determine their role in helping you.

The fall vacation is a great example of a **measurable goal**. When something shows up by chance you will be able to make a thoughtful choice relative to your plans and goals. Develop a system which enables you to **track your progress**. If you're falling behind you'll have the opportunity to make timely modifications. The **long term** college fund goal will keep you focused if you're ahead and provide a basis for continued planning.

No one can predict what the New Year will bring. By having a vision and a plan which aligns the 2-3 business and personal outcomes you want, you'll be able to draw out what is best for you. Success will not be a surprise in 2006; you will have defined your own destiny.

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