“Year-End Goal Reflection and Planning”

As we approach the end of the year, it’s a crucial time to reflect on the progress we’ve made and set our sights on 2024.

During the holiday season, you might find it beneficial to take a moment and look back at your achievements over the past 12 months.

This period of reflection is not just about celebrating successes but also about understanding the hurdles that stood in our way.

After evaluating the goals you reached, pinpoint the factors behind these successes,

Then take a peak into the future and set some time aside to set new objectives for 2024.

Personally I always make a point to acknowledge and celebrate the goals I’ve accomplished.

This recognition is a vital part of the journey, reinforcing positive behaviors and attitudes.

However, it’s equally important to ask ourselves, “Why did some goals remain unfulfilled?” These goals were significant enough to be set, yet they remained elusive.

This self examination could be the key to understanding and overcoming the barriers to your success.

“What have I learned?

Some goals might have been too ambitious,

Or, I didn’t allot a realistic timeframe to achieve them.

Perhaps I didn’t dedicate the necessary resources, or my emotional commitment wavered. T

he passion and consistent effort I applied to my successful goals might have been lacking in others. Additionally, consistent monitoring and adapting were sometimes missing.

In my upcoming article, I'll share strategies to overcome these obstacles.

These insights aim to kickstart your 2024 with clarity and a renewed drive to achieve your goals.

Until then, embrace the journey of selling and growing in 2024!

Mike.

PLUS, whenever you are ready…here are ways I can help you grow YOUR business.

1. Join my free Facebook group – *Sales Mindset Inner Circle*

My favourite thing to do is show you what's working right now. It's not as good as being a client, but it's close.

2. Take advantage of a FREE 45-minute consultation

Need some sales support? it. Please make an appointment, and let me take you through the past, present, and future templates.

Finally, grab my *new* digital book on 'How to get a predictable sales system into your business without coming across as salesy'