



Jump Start:

Moving Your Success to the Next Level

2012 has already started - are you on track?

I know that sounds like pressure but most people have resolutions rather than goals. By February 8th, not much has happened and they continue to drift along hoping things change. Hope is a great aspiration but not an effective strategy.

To achieve more in 2012, we have attached an exercise to give you a "Jump Start" to getting what you want out of the year.

Jump Start is a thinking exercise in five steps:

1. Clarify what you want. Start with the end in mind by naming the three outcomes or results you most want to achieve by the end of the year. Before setting your goals for the year, go to the next steps to know you are focused on the right things.
2. Focus on what needs your attention. In looking at the year ahead; what are three best opportunities to capture to achieve your desired outcomes?; what are the three critical challenges that need to be resolved for you to achieve your results?; and, what are the three capabilities (learning, relationships, supports) that you need to add to enable you to achieve your results?
3. Now you can slip back to Step One and fill in your five goals for the year. In reflecting on your opportunities, challenges, and capabilities you will see the directions you need to take to move forward strategically to achieve your best results. From amongst your answers to Step Two, you will find the five most important priorities - these will form your goals. Put your priorities in the form of a commitment to take action - be specific, make them measurable, balance that they are attainable while still stretching you to grow, ensure they are most relevant to getting to the outcomes, and set timeframes for completion.
4. Follow through on your commitments. In the next step, deal with what will get in your way or make it easier to move forward. What messes need to be cleaned up so you are clear to move forward - get rid of the baggage. What delegations can you make so you can best leverage your time - what drains your energy, wastes your time, or gets in your way and find ways to move them out. What shifts can you make in how you do things to make the process of achieving your goals more productive?



5. Execution - just do it. The last and critical step is to set the three actions you will take in the next ninety days to move your plan forward. Be crisp and clear to what you need to do to jump start your plan for 2012.

Take the time to work through the exercise - it will only be 30 minutes from your day but it will make all the difference in your year.

It is February already - get a jump start on the year to achieving what is most important to you.

Scroll down to access the Jump Start exercise.



**Jump Start:
Move Your Business to the Next Level**

Clarify

Name the 3 goals you would most like to achieve in the next 12 months:



What are the 5 strategies will you follow in the next year that would help you successfully realize these achievements?





Jump Start:
Move Your Business to the Next Level

Focus

What 3 opportunities will you capture?

What 3 critical challenges will you resolve?

What 3 capabilities will you add?





Jump Start:

Move Your Business to the Next Level

Follow Through

What 3 messes will you clean up to move forward?

What 3 delegations will you make to leverage your organization?

What 3 shifts will you make to improve the process?





Jump Start:
Move Your Business to the Next Level

Execution

What are your priorities for the next 90 days?