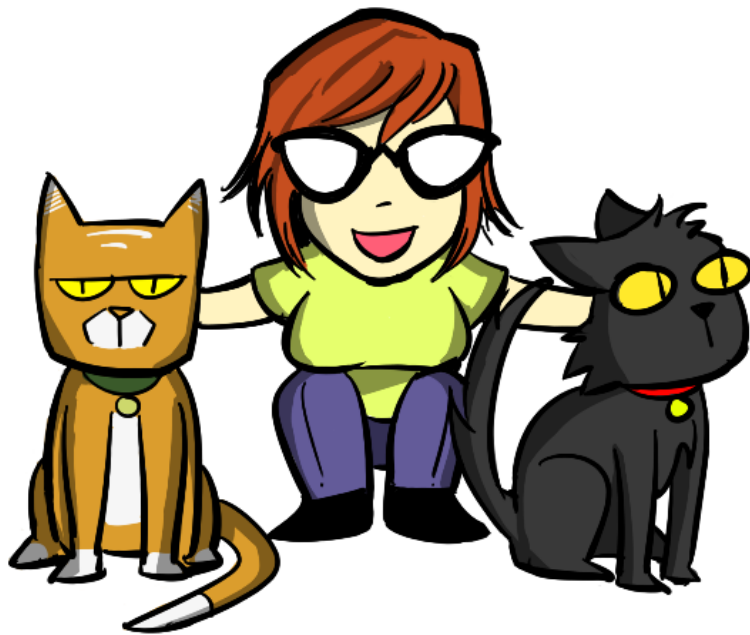


Your 2017 Book of Business Goals!



Saying Goodbye to 2016...

Before you can start the new year, it's important to reflect on what you've done in the year that's just passed.

What were your biz accomplishments in 2016? They can be big or small – they all matter! (Fill the page)

What business dreams came true in 2016?

What were your business weak points? What needs to improve?

What challenges and blessings did you have with customer service this year?

What lessons did you learn? What challenges did you have when it came to working with other people?

What areas of your biz life felt out-of-whack or crazy-making? What could be done to change them?



What was your total revenue for 2016?

What was your total expenses?

What was your net profit?

What were your best-selling products/services in 2016?

Name of Product/Service	Income Earned

How big is your “tribe?”

Platform	Total Followers	Increase from 2015
Newsletter		
Facebook		
Twitter		
Instagram		
Gab		

What marketing techniques worked and created “wins” for you this year?

What was the **worst** thing about your business in 2016? What did you learn from this?

What was the **best** thing about your business in 2016? What did you learn from this?

What do you need to rant about in order to feel closure? Go ahead and vent about your business woes in 2016!

What are the business aspects you're most grateful for in 2016?

It's time for 2017!!!

What are your income goals for 2017?

What are your monthly expenses? How much do you need to earn *minimum* per month to survive?

What mentors do you want to learn from next year?

Who can you turn to when life “sucks” and you just need to moan a little?

This year, give yourself to do something wild with your business! Fill out the permission slip with your wildest business dream – give *yourself* permission to GO FOR IT!

PERMISSION SLIP

This year, I give myself permission to:

It's also important to relax. Schedule in a vacation!

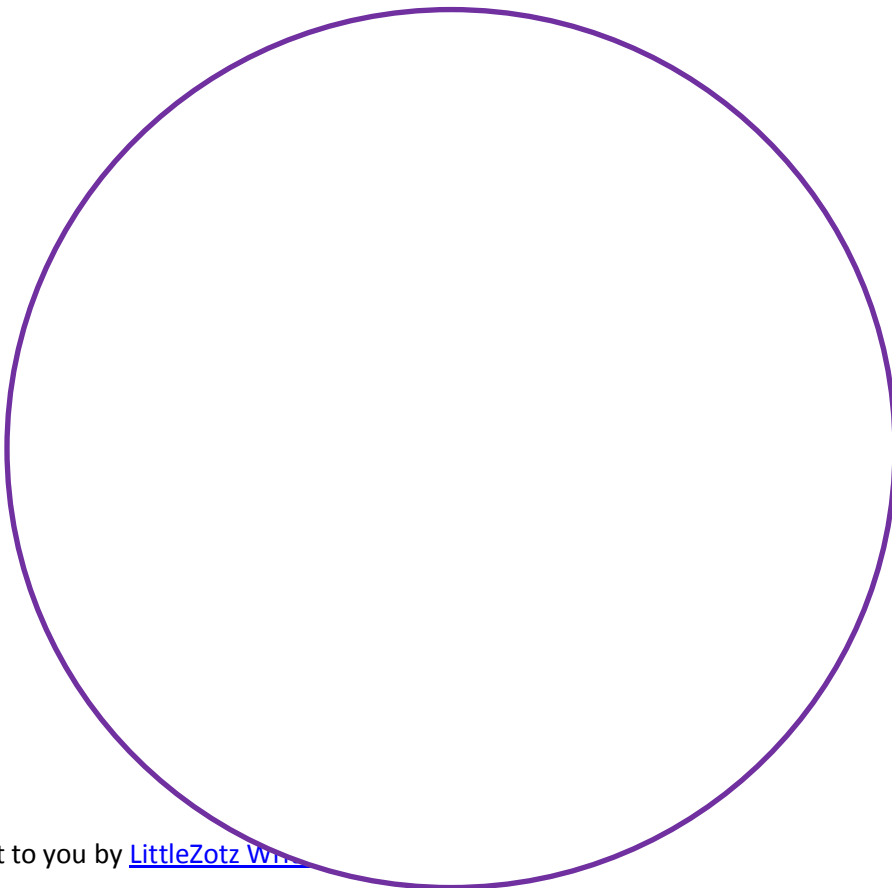
Where do you want to go for your vacation this year?

When do you want to take your vacation?

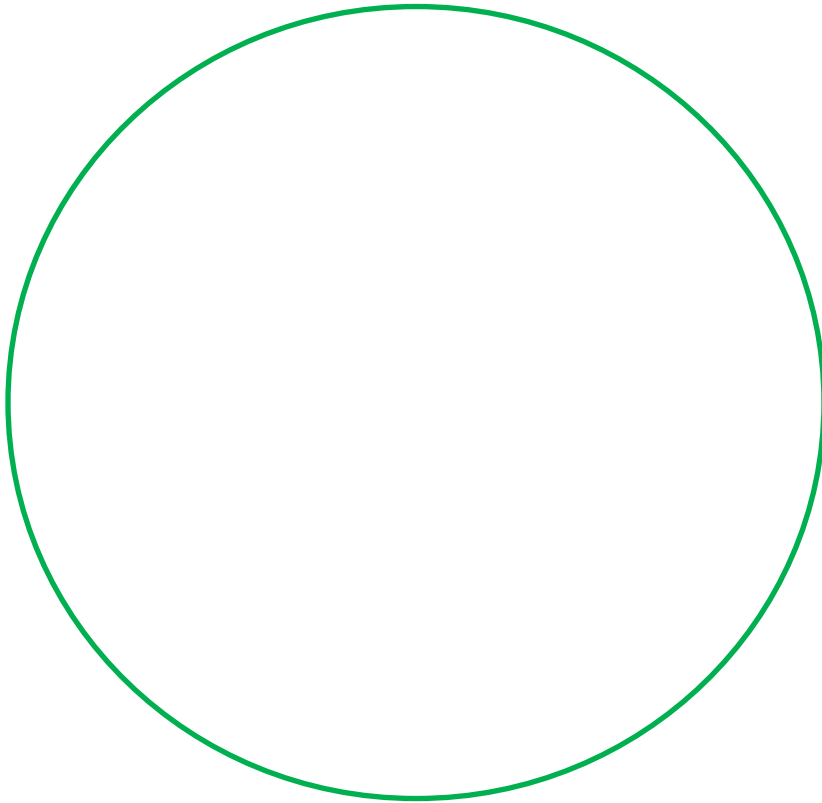


What self-care rituals are you going to perform this year? You ARE your business!
Take care of yourself!

How do you currently spend your time? (Fill in the pie chart!)



How do you WANT to spend your time? (Fill in the pie chart!)



What are you going to **STOP** doing with your business this year?

What do you need to learn about this year in order to propel your business forward?

What programs or training would you like to invest in?

What books do you want to read this year?

How much time do you need to set aside for learning/growing?

What do your clients/customers get “stuck” on the most? How could you help them to not get “stuck” in the first place?

How can you reward your most loyal customers/clients?

How can you capture more of your customers’/clients’ success stories and testimonials?

How will you extend the reach of your business this year? What marketing techniques and/or platforms will you utilize?

Where would you like your business/services to get mentioned this year?

Do you want to do any speaking gigs this year? If so, where?

Who do you want to do a collaboration project with this year?

What new products/services will you offer this year?

How many blog posts do you hope to write this year?

What freebies will you create for your business this year?

Time to list some goals! Make some of them HUGE and absolutely ridiculous, and others teeny-tiny! It'll be fun to see how many of them you can actually get done by 2018! And you WILL achieve some of those ridiculous ones, I promise.

Be sure to write in some creative/spiritual/life goals as well as business ones. Being a well-rounded *person* is part of being a great business owner!

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Woo-hoo!!! Now draw a picture of how happy you'll be when you complete most of these goals (no, you probably won't complete *all* of them – but remember that that's *fine*):

Now, just for fun, describe your IDEAL work day (have fun daydreaming!):

Okay, since we can't always have our ideal work day, write down ten things you can do in case your work day sucks. Like... BREATHE...take a shower...talk to a friend...and so on:

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(Turn to this page whenever you're having a poo-poo day)

Are you ready to have the best year EVER?!? (Color in the "YES!" when you've made your decision!)

YES!

Now go out there and MAKE IT HAPPEN!! I'm cheering for you!

