

**Personal and Business Performance Possibility Plan (PPP) - Ian Berry**  
**1st October - 31st December 2017**

**Personal Possibility (Goals)**

Take more mini-breaks.

**Current Performance**

Got into habit of leaving these till the last minute instead of treating them as priority.

**Key Strategies to move to possibility** (strategy is your compass)

Schedule before anything else.

Enhance my execution gift to make the most of the following tactics:

**Key Tactics/Actions to execute the strategies (all should be measurable)**

- a. Schedule at least one more for this quarter
- b. Brainstorm locations with family and friends and schedule at least one min-break per quarter.
- c. Add 1 day and weekend get-aways as possibilities.

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**1st October - 31st December 2017**

**Business Possibility (Goals)**

Complete transformation of practice to one hour, one day or over 1 month projects and Appreciative Leader online program

<http://www.ianberry.biz/one-hour-one-day-one-month-special-services/>

<http://www.ianberry.biz/appreciative-leader-pioneers-innovators-role-models-program/>

**Current Performance**

- 1) Ballarat based master-mind group is going well with 6 members. Confident will grow to goal of 7 or 8 members this quarter.
- 2) Projects are on track.
- 3) Program take up currently is 1 in 3.

**Key Strategies to move to possibility** (strategy is your compass)

Rolls-royce relationships/referrals lead to rolls-royce clients.  
Giving value in advance.

Enhance my persistence gift, embracing 'less but better' and 'follow process/detach from outcomes' philosophies to make the most of the following tactics:

**Key Tactics/Actions to execute the strategies** (all should be measurable)

- a. Leverage existing members of Ballarat based master-mind group to attract 2 or 3 additional members.
- b. Meet with or Zoom with a minimum of 10 prospects for Appreciative Leader program.
- c. Attract at least 8 people to November events and convert 25% into project or program clients.