

Personal and Business Performance Possibility Plan (PPP) - Ian Berry
1st July - 30th September 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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Business Possibility (Goals)

Complete transformation of practice to 5 offerings as illustrated at <http://www.ianberry.biz/assessing-transforming-to-sustaining-remarkable-workplace-cultures/> with focus on building Ballarat master-mind group to 12 members and attracting 12 clients p.a. to undertake a 'magnificent month project' which combines all 5 offerings.

Current Performance

- 1) Ballarat based master-mind group is going well with 6 members. Confident will grow to goal of 12 members this quarter.
- 2) 'Magnificent month project' not yet offered.

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 6 additional members.
- b. Via referrals and direct individual approach to full list attract 10 people per month to events converting 4 people per month to customers or clients this quarter.

Referrals has been primary lead generator however numbers half of what I believe I need so need a crank up this quarter.