

Organisation’s Major Objective This Year

90% of work within 90 minutes of home.

My Major Objective This Year

10 10 + 10 clients and 4 just master-class clients (Ballarat) and 8 - 16 Who Before Do private clients

Strategy in a sentence and gift/s being enhanced

Rolls-royce relationships lead to rolls-royce clients.
Candid, convivial and compassionate communication and conversation and pitching.

The one-thing I’m making remarkable this quarter

Obtaining shared view with prospects/clients value to them of working together.

Why this is meaningful to me

Being a role model and leaving a legacy while I’m alive in ways that help my clients to have piece of mind and future proof their business are my top professional goals.

How my improvements are valuable to other people

Making the complex simple; increasing value creation and delivery; better business results at less personal cost.

The quantum leaps I’m taking

1. Better utilise and help referrers which is #1 source of new clients.
2. Better market quarterly special events for clients of clients and/or with a colleague as #2 source of new clients.
3. S.I. T with 40 of 160 key list per month February - November each year.
4. Begin to get all my writings published on Amazon.
5. Stay with “less but better” approach to work and family/friends first.

Latest Check-in/AAR/Peer Review/Feedforward Feedback/Mentor/Master-mind Insight

Performance Partners Comments/Sign-off

30th April 2018.