

Open Mic, 4-11-12

How's 2012 Workin' Out For Ya?

8 Questions to Help You Find Out

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Overview:

We're more than 100 days into the new year: fully immersed in the realities of running our businesses and engaging in our personal lives. It's the perfect time to look back on our 2012 goals and aspirations, take stock of where we are and where we've been, and confirm or adjust our coordinates.

Perhaps you've found that the 'scaffolding' (e.g., structures, processes, and concrete plans) you erected to achieve your 2012 aspirations have served you well in the first quarter. Conversely, you may have learned that in the absence of good structures and processes, **we can "misplace" our aspirations** (i.e., we work intensively IN the business and engage fully in our lives, but not ON our businesses and lives)

The following eight questions in this document are designed as a self-guided tour, to position you to answer the question the title, and to course-correct or to keep on keepin' on.

You'll notice that for each of the eight questions, there is a boxed space which you can use to write or type in your answers. Use as much or as little space as you need; the box will automatically expand to accommodate the length of your response.

When you're ready, turn the page and discover how your 2012 is workin' out for ya.

1. If you established a vision or image for your 2012, what was it?

For example, you may have phrased it as *“2012: My year of breakout results,” “Taking my business to the next level,” “Aligning all aspects of my business for world-class performance,” “Achieving balance between working on the business, working in the business, and fully engaging in my personal life,”* or any of a myriad other aspirations.

- If you created such a vision statement, write or type it in the box.

If you haven't articulated a 2012 aspiration, take a few moments now and fashion one. You might find it helpful to use either of the following sentence starters: *“2012: The Year of ...”* or *“2012: The Year That I...”* Write or type your 2012 aspirational statement in the box below.

2. What goals did you establish for the first quarter? What steps did you commit to, and what was the outcome of each?

- If you didn't make a concrete plan, what actions did you take – planned or unplanned – and how did each work out?

| <u>Step</u> | <u>Outcome</u> |
|-------------|----------------|
| | |

3. What aspects of your answers to Question 2 do you feel genuinely pleased about, and can celebrate?

For example, three new clients by referral, successfully updating your website, beginning a blog, or the remarkable generosity of colleagues and peers in providing information, tools, and wisdom when you put out an SOS.

4. What have you *learned* about your 1st quarter goals and action plans?

For example: the appropriateness of the goal, the ease or difficulty of each action, the resources needed (inner and outer), positive surprises, the progress you made, obstacles (both inner and outer) that arose to challenge you, and how you addressed them.

5. How can you use the lessons learned in this first quarter of 2012, to inform your 2012 goals and action plans?

For example: be cautious about taking on too many new projects at one time; build upon the unanticipated leadership of your assistant in taking ownership of several major projects; factor in the actual amount of ramp-up time each new project requires.

NOTE:

If you didn't articulate a 2012 Vision and plan: how can you use the insights and info from the first five questions to establish an April-to-Dec 2012 Vision and Plan?

- Who can be a resource?
- How can you find inspiration, motivation, and direction?
- What inner voices of NO do you need to acknowledge and bypass?

6. The great mythologist, Joseph Campbell said, *“The problem with climbing the ladder of success is that sometimes you get to the top and discover that your ladder is pointed against the wrong wall.”*

Is your ladder pointed against the right wall?

Is your 2012 vision still the right one? Does it continue to inspire you? Does it seem *daring-yet-doable*?

- If not, should you ramp up or tamp down its boldness, to fit the changed circumstances and what you learned in the first quarter?
- Should you reconsider it entirely, and change its focus? If so, who can help you locate the right wall for you to place your ladder against?

7. Make a Private Commitment-to-Action:

Create two steps to move your 2012 forward.

For example: join a study group (or start one); call your mentor or coach; establish an accountability partnership; call three COIs; write an article

First action commitment (including start date):

Second action commitment (including start date):

8. Insights, A-ha's, and/or validations from this Self-guided Review?