



2021FY REFLECT & PLAN QUESTIONS

REFLECT

- What have I achieved PERSONALLY?
- What has the BUSINESS achieved?
- What have been my greatest PERSONAL challenges?
- What have I LEARNED about myself through these PERSONAL challenges?
- What CHANGES have I made in my life because of these challenges?
- What have been my greatest BUSINESS challenges?
- What have I LEARNED about myself through these BUSINESS challenges?
- What CHANGES have I made in my BUSINESS because of these challenges?
- Who have been my greatest supporter/s this year? How have they supported me?
- Who have been my greatest challenger/s this year? How has their challenging me actually helped me to grow?

PLAN

- What do I want to achieve personally?
- What does the business need to achieve to help me reach my personal goals? What Net Profit? What Gross Profit? What Revenue?
- What things do I need to focus on to achieve that? (ie: Leads, Conversions, Avg \$ Spend, Repeat business, Productivity, etc)
- What resources do I need to achieve this?
- Whose help do I need to enlist to help me achieve this?

Success in this new commercial landscape will be determined by your strategy, your people and your 100% commitment to do whatever it takes to have the life you want.

For over 17 years, Faye and Rob Caughey, using their proven PPP Method™ have coached business owners to create businesses that give them the freedom to live life on their own terms.

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