

## My Vision Crafting Exercise

It's December 31, 2016 and I am sitting here in my favorite chair ready to bring yet another year to a close. I simply can't believe what an incredible year it's been and my heart is filled with gratitude for the people that helped make it all happen. As I sit and celebrate, I am feeling like I want to separate my celebrations into two parts... first I want to celebrate some of the highlights of the first nine months of 2016. Then, separately, I want to celebrate all that transpired in these past 3 months since I kicked off the Big Finish Challenge.

### My first 9 months of 2016

What I am most grateful for in those first 9 months of this year is, that despite mourning the loss of three loved ones, I was able to give myself the time and space to feel and move through the sadness. It's one of the things I love the most about having my own business. I can take time to give myself what I need. I also want to celebrate that in the first 9 months I grew the team by three amazing, committed, positive team members, we put Infusionsoft in place, we systematized our sales process and enhanced both of our eLearning platform and our assessment software. I'm so proud of my team.

I am also celebrating that by restructuring the pricing of our mastermind program, we've been able to serve more business owners and still provide mind-blowing value. At the beginning of 2016, I set a goal to be an example of what a mastermind experience should be and I feel I'm doing that. Yay!

On the personal side, I am proud that I followed through on my New Year intention to take care of me. I returned to the gym, leaned into my morning practice and while I still put in a lot of hours, Mario and I walked or hiked nearly every day and did very little business after 5:30 pm each day. This was huge. Just back from our 30 year anniversary get away yesterday, Mario and I are solid and happy.

### These last three months

I'm separating out these last 3 months of 2016 because they were three of the best months I've ever had. Something magical happened when I decided to launch the Big Finish Challenge in October. It's as if the process of taking hundreds of people on the journey with me, lifted me to a whole new level of purpose, productivity and commitment.

On the **personal** side, I dropped 12 pounds by working out every day and fueling my body with wholesome foods. I rekindled relationships with weekly girlfriend time and our weekly gatherings with another couple was so much fun. I am relieved to have taken care of all my check-ups and feel good to know I am healthy and strong. Finally, I'm proud that I remained committed to my morning practice and returned to using my "Daily Actions That Enrich My Life."

On the **business** side... wow... where do I begin?

The first week of October, we launched the Big Finish Challenge and while we didn't hit our first week goal, we ended up touching 1000 people through this challenge. John and I had a blast together and were reminded of how powerful it is when we combine my work with his. We've made huge progress on our book and will have it in print by my live three-day event that we are holding the last weekend in January. I'm also celebrating that we are already half way to our goal of 120 registrants for that event.

Yay! The team has done a fantastic job preparing for and marketing the event, despite all we had on our plate.

Danielle joined the team the first of October and stepped into the lead on Smart Biz Quiz right away. The team and I achieved so much in the 3 weeks that lead up to our sponsorship of the Speak To Sell event, which was a huge success. We came away from that event with 450 opt-ins, 15 leads for Virtual Academy Builder and six ideal candidates for the Platinum mastermind. It was fun to have our entire team with me and the 3-day strategic planning meeting we held before the event was massively productive and totally fun. ;0)

Because the team had put the pieces in place, we were able to launch the Smart Biz Quiz to my community that following Monday and the response was phenomenal. That first month, we met our goal of 2000 subscribers, which generated \$65,000 in SBQ sales. Then in November and December we continued to hit our target to end the year with over 250K in sales. It was a ton of work but we did it with a sense of fun and positivity. So worth it! ;0)

Amidst it all, Robin and our amazing sales team continued to find, court and close 12 fabulous clients into the Platinum Mastermind that started the first week in November. I am so inspired by each person and feel they were meant to be working with us. In preparation for the start of this new group, Diane and the team did an amazing job re-vamping the online resources and they are better than ever. In truth, it's the weekly mastermind calls that I've loved the most and was so excited to see everyone taking action and achieving their goals. Yay!

I am also grateful, that while we planned in advance to slow the pace down in the second half of December, the revenues continued to flow in. Taking a bit of time off was a lot more fun for the team after receiving the year-end bonus that Mario and I paid as a result of hitting our sales targets for both companies. For Mario and me, it gave us the chance to spend more time with the grandkids, which always make life more fun.

So, as I sit here on this last day of December, celebrating specifically these past three months, I thank God for all these blessings and pray that I can continue to expand my reach, serve others in a meaningful way and have a fabulous time along the way.

*And so it is!*