



Just as you use your car's GPS system to navigate your journey, use this GPS to plot your one-year trip in business and life. Transfer your ONE Thing for the year from your Long-Term Goals sheet, then list three priorities to reach that destination. Drive yourself further by writing out five strategies to achieve each priority. Congratulations, you just completed your yearly business plan.

## My ONE Thing for the Year is ... Client Events for 2018

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### Priority #1 to achieve my ONE Thing for the year ... Wealth Determiners Events

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- i. Strategy #1 to achieve Priority #1 Boat Tour for all clients who bought, sold or referred business in 2018
- ii. Strategy #2 to achieve Priority #1 Holiday Ice Skating Event for Database
- iii. Strategy #3 to achieve Priority #1 Girls Night Out Event
- iv. Strategy #4 to achieve Priority #1 Host Kids Coloring Contest Online Event
- v. Strategy #5 to achieve Priority #1 Client Appreciation Night at Baseball Game

### Priority #2 to achieve my ONE Thing for the year ... Educational

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- i. Strategy #1 to achieve Priority #2 Host First Time Homebuyer Class
- ii. Strategy #2 to achieve Priority #2 Host MREI Invest in Real Estate Class
- iii. Strategy #3 to achieve Priority #2 Host Downsizing Strategies Class
- iv. Strategy #4 to achieve Priority #2 Host Career Night for my Database
- v. Strategy #5 to achieve Priority #2 Host FB LIVE or Webinar on the topics

### Priority #3 to achieve my ONE Thing for the year ... Business to Business "Rebecca Recommends"

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- i. Strategy #1 to achieve Priority #3 Showcase Local Business Owner Class
- ii. Strategy #2 to achieve Priority #3 Showcase Local Business Owner Event
- iii. Strategy #3 to achieve Priority #3 Showcase Local Business Owner Giveaway
- iv. Strategy #4 to achieve Priority #3 Showcase Local Business Owner Grand Opening
- v. Strategy #5 to achieve Priority #3 Showcase Local Business Owner Seminar