90 days to the next BEST 275 days of your career!

ARE YOU WILLING TO DO WHATEVER IT TAKES FOR THE NEXT 90 DAYS IN ORDER TO HAVE THE BEST NEXT 365 DAYS YOU'VE EVER HAD?

Step 1: Start with the end in mind

WHAT IS IT THAT YOU WANT?

1 A - What is 90 days plus 275 days on a calendar? (That is 365 days from today) https://www.convertunits.com/dates/daysfromdate/

1 B – What do you want that day exactly and clearly? Just choose ONE thing.

Step 2: Look at how realistic and achievable your "want" is

IS IT SMART?

2A - Have I ever done that before with the support I have in place?

2B – If I have not done it before… is it more than 10% improvement and less than a 25% improvement over what I have done before? Revise if necessary.

Step 3: Does my calendar allow me to give a chunk of time for at least 60 of the next 90 days to this project?

GET OUT YOUR CALENDAR AND COUNT

3A – If yes, great. Move ahead.

3B – If no, how many days do I need to add so I can get in the required time? For example, if I take off 4 weeks of the next 90 days, I may have an end date closer to December 11 next year vs November 11th.

Step 4: Plan the actual 60 days in your calendar booking a certain number of hours per day for the 60 workdays ~ you should be able to do this within 90 calendar days… even over the holidays.

NO NEED TO PUT IN WHAT YOU ARE DOING, SIMPLY ADD THE TIME BLOCKS AND THE WORD “PROJECT”

4A – DO plan to have 30 of the 90 days NOT working on the project so if you miss a project workday you can make it up on one of those 30 days.
This is so you are not practicing “driven behavior” but rather **“planned consistent success”.**

4B – DO plan the 60 days of your certain numbers of hours a day minimum. I suggest that “certain number of hours a day” is a stretch but not over 4 hours of your day. ***Even at 4 hours chunks, this will give you TWENTY additional hours each workday to NOT work on your project (plus the 30 days of no project work.***

KEY TO SUCCESS !!!!!

4C – FLOW: During the time you are planning to work on your project, arrange for it to be "flow time." Time Magazine, issue Nov 2nd has a short 3-page article on page 93, 94 & 95 about companies arranging employees to work less hours, but more of them in "flow." Flow is uninterrupted work time. What this means to you is up to you. For me it might look like – browser closed; email program closed; phone turned off or monitored by someone else for me; in a room without anyone else but with the materials I need for the work. For you to make a big impact with your project, arranging flow time is critical. THIS is for you. It's for your want. It's for your ONE thing. If you do this one – 4C, you may finish your project in days or weeks creating a 2nd one for your remaining work-days… vs taking 60 workdays and being not as good as you wanted it to be.

Step 5: Write out in the SIMPLIEST TERMS POSSIBLE what your actions are for the minimum # of hours a workday that you choose.

KISS – KEEP IT SIMPLE SALESPERSON

5A – Do NOT overcomplicate this

1. Example: Complete business plan for next year.
2. Identify 25 VIP's from my friends, local family, and past clients.
3. Complete the contact and concierge treatment plan for my VIPs.
4. Actively work the plan every remaining scheduled project workday, eliminating those people that do not belong on it and finding others to replace them.

Step 6: Work the Project's Sample plan for 5 straight days – "Practice"

START SMALL – DO ONE THING AND DO IT 100% PERFECTLY EACH DAY – YOU HAVE THE TIME PLANNED

6A – Remember, you are NOT in full implementation yet. You are testing your work.

6 B This is a time for trial and error. What gets in the way? How are you NOT in “flow” yet? How much time a day do you REALLY need to do it correctly each day? What do you need to tweak?

Step 7: Plan the other 275 days of the year of FOLLOW-UP or SYSTEM MAINTENANCE – What will implementation look like?

WHAT DOES MAINTAINING THIS PROJECT LOOK LIKE?

7A – It will take a lot less time a day than during your 90-day cycle

7B It WILL take the time each day, but you've practiced to work in "FLOW" and it won't take long

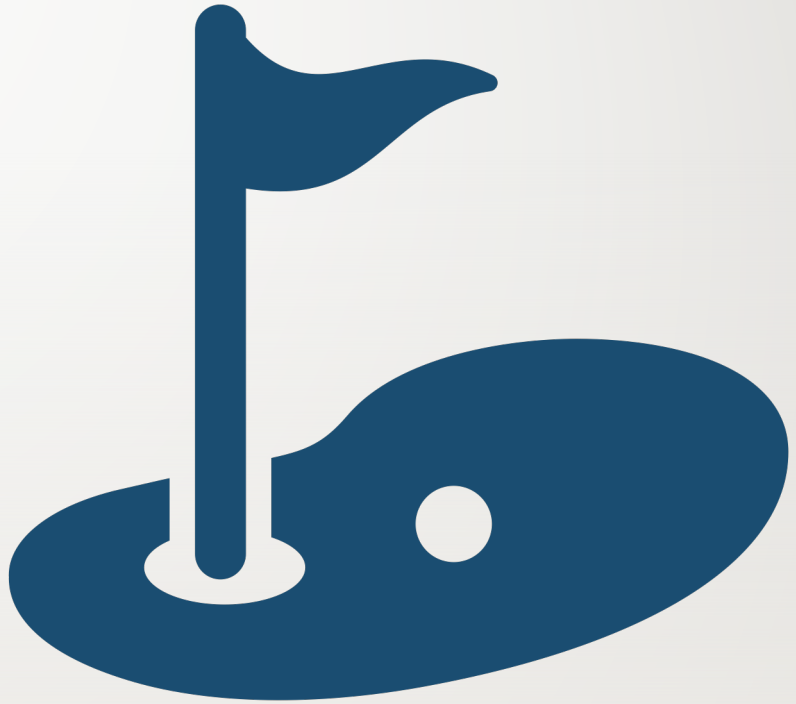
Step 8: Find someone to share the plan with – spend at least 2 hours going over it – Ask for support and feedback.

IT'S TIME TO GET FEEDBACK

8A – Ask someone you trust to POKE HOLES
Ask – How can this fail?

8 B See the weaknesses.

Then re-write it.



Step 9: PLAN a Celebration for when it's completed. How will you reward yourself? Put a poster on the wall… something that gives you a target to keep up the work the entire time!

HOW WILL YOU CELEBRATE?

9A – What celebration will you have when this is done in 365 days?

9B – Make it BIG

Step 10: Work the plan for the full remaining days of your 60 workdays.

OR CREATE ANOTHER PROJECT FOR THE REST OF THE TIME IF YOU'VE GOT IT AND IT'S IMPLEMENTABLE IN A SHORT TIME

SOME Ideas for your 90 Day Plan

VIP 25 Concierge Plan & 1st Contact complete

Complete perfect DB plan that begins NOW and ends next December in detail

Reach out to EVERY single person in my Database in some way – how can I help you or someone you love? (eliminating all the time those DB people who no longer fit your minimum standards or who should be made "done" – don't contact them, and make DONE)

Social Media Plan for the next year – YouTube; FB; Linked In

SOME Ideas - Remember, choose only ONE at a time to complete 100%

Identify 2X the number of Leads I need (solid ones) for 1st Quarter
FULL PIPELINE BOARD

Get my FSBO/Expired/AO program for next year 100% in place

Plan a CARD program for 15/50/100 of my best Leads/Past Clients/Friends/Family who would refer business to me for year starting with Holiday Cards and New Year's cards. Budget, timing, etc.

Start a community FB group