

Planning for Success in 2012

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As 2011 draws to a close it's worth taking a little time out to think about 2012. If we assume for a moment that your aspirations for next year are to do better than this year, however good this year has been, it is in reality unlikely to be any different if you just repeat the 2011 formula.

To help you refine your planning and clarify your goals for the year ahead, I've drawn up 10 sets of questions for you to consider.

1. Where would you like to be by the end of 2012? What would you like your business to look like? Can you describe it?
2. What does it look like today? How would you describe it?
3. How are you going to set about bridging the gap between where it is and where you would like it to be?
4. What are you going to need to change? What will you stop doing? What will you start doing? What will you do more of? What will you do less of? What will you absolutely keep the same because you know it works?
5. Very importantly, what will you have to adapt in terms of your behaviour to bring the change about, and how will you make yourself comfortable with that adaptation?
6. How will you spend your time to best effect? Have you ever stopped to analyse how you are spending it at the moment? Could you use your time better?
7. Do you ever feel lonely in your leadership position? If so who will you turn to for advice and support?
8. When did you last review your network? Is it the network you need for 2012?
9. What are the little improvements that you could make in your business and how you run it that could make a disproportionate difference, as you become more efficient internally and more effective externally?
10. And finally, have you surrounded yourself with quality, in terms of people providing services to you? Is there a weak link, and if so what are you going to do in order to address it?

For help and support building your business, please contact David on david@davidmellormentoring.com, call 07786 265665, or visit his website www.davidmellormentoring.com

Year-end is a good time for reflection on these types of issues. Having reflected, you may find it helpful to review your conclusions and improvement ideas with someone you respect and trust, to reinforce your commitment to doing something about making the changes.

And finally, it will all come back to you and how much you want it. We all know how easy it is to make New Year Resolutions and not keep to them. Promise yourself that you will keep whatever New Year Resolutions you make. If it helps you, make yourself accountable to someone else. A little tip – if you introduce something new, or change something, you need to keep it up and make it a new habit or “the new norm” – typically 30-40 days of consistent use is necessary for you to embed it in your routine and for it to become second nature.

Keep it up – I will be trying to do the same by the way, so good luck to us all!