



# Results Business Coaching

Your Results will only change when you change your  
mindset, thinking and actions.

# *How to Make 2018 Your Best Year Yet!*

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## ***Day 1: What Will Make 2018 Your Best Year Yet?***

With 2018 right around the corner you have to ask yourself this question, “What can I do this year that needs to be done in order to make 2018 special?”

Use this wheel of life’s important areas to help you and pick an area in your life that not only needs attention, but will make the biggest difference in your life. For most of you, the one area that if improved will make a huge difference would be the business/career section of your life. If that’s true for you then continue.



Before you answer that question, “What can I do this year in the \_\_\_\_\_ area of my life that will make my 2018 special”, take a quiet moment for yourself and give yourself the gift of looking at 2017 in review.

Here is what I’d like you to do,

1. Make sure you give yourself plenty of free, uninterrupted time
2. Have a blue pen and pad at the ready
3. Relax and be ready to dream

Once you are in a relaxed state, ask yourself this question:

“What worked this past year?”

We typically will focus on what was “wrong”, “bad” or “not profitable” as is with human behavior. I’d like you to begin writing what worked this year and list it as fast as you can write. Actually time yourself for 7 full minutes and keep writing and don’t let your pen leave the paper.

Great! Now after the alarm goes off. Think about what else did you not get to write down that worked this past year. Write that down too.

Now, reset your timer and begin to answer the following question, “What did not happen, needs improvement or needs more attention in 2018 to make this coming year the best year yet?”

Yes, set your timer for 7 full minutes and begin to write and don’t stop until you’ve completely exhausted answering that question.

***How to Determine What You Desire:***

Great job getting this relevant information down on paper. But we’re not down yet.

Now with what you just wrote down on paper, tell yourself, what do I desire this next year. If you had a genie in a bottle and knew that without a doubt, what ever I desired in that one area of my life, I could have, if only I wrote it down in a clear concise way so your genie would understand.

Would you write it down?

No, I’m not begin humorous, I’m serious. If all you had to do was be clear and concise with your generous genie to what you desired, would you go through the trouble to conceive it first by writing down on paper?

If you’re answer is “YES”, then proceed to step #1:

***Step #1:***

Write down what you want or desire from you business/career this next year. Be sure to answer the question, “what” and stay away from answering the “how”.

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**Step #2:**

Write some specific and measurable parts to your desire.

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**Step #3:**

Begin with the words, "I am..."

**Step #4:**

Include emotional words that reflect how you'll feel to have what you desire and intangibles.

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**Step #5:**

Write this goal in the present time, next year, December 31st, 2018 at 11:59pm, like you are looking back at the year in review.

Now put it all together and write your 2018 goal from these five steps and instead of calling it just your 2018 goal, I'd like you to refer to this goal as your "Chief Aim". What differentiates a goal with a chief aim is your focus. By referring to it as a chief aim, you have just told yourself that this year-long objective will deliver to you the most bang for your buck. So by achieving this chief aim, it will give you 80% of all that you desire. Now you can make this chief aim your obsession, your focus and your target knowing that it will contribute to and improve the rest of your life.

***An Example of a Chief Aim:***

***I am grateful that my company has grown in brand strength and popularity. Our revenues have increased by 50% to \$35 K per month and our date base has doubled to 20 k contacts. I am elated knowing that every day the more my business grows, the more my customers benefit from my products and services.***

***My 2018 Chief Aim is:***

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