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# Steps to an Extraordinary Year in Your Business Review. Improve. Advance.



## Step 1: Review The Past Year

| Question   | Brainstorm |
|--|------------|
| What were some of your biggest accomplishments this past year (personally and professionally)?                               |            |
| What were some of the things you failed to achieve (and why)?  |            |
| What are some of the biggest lessons you learned (as a result of successes or failures) that you can use moving forward?     |            |
| What were the biggest obstacles and how did you solve it?  |            |
| What were your points of irritation or frustration? How can you ease yourself?   |            |
| What activities consume lots of time, money or energy and have no or low ROI?  |            |
| What was your best selling service or product? Can you improve or automate the sales proces?                                 |            |
| Did you hit the desired annual revenu? Why or why not?   |            |
| Who was your best / biggest client? Did you acknowledge them?  |            |
| Who are you most grateful for in your business and in your life? Have you acknowledged and thanked them in a meaningful way? |            |
| Review all your successes and celebrate yourself for accomplishing these advancements.                                       |            |