

Questions to Help Make Your 2012 Great!

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www.BusinessByPhone.com

How many new customers will you bring on this year?
How do you plan to do this, specifically?

What, specifically, are your sales and production goals for 2012?
How does that break down into quarterly and monthly goals?

How many inactive customers will you revive and turn into regular customers again?
What do you need to do to make that happen?

What will you do to ensure that you are protecting your best customers, and adding more value to the relationships? How will you sell even more to them?

How many referrals did you get in 2011?
How many will you get in 2012?
How? From whom?
What will you do to turn them into sales?

How much money will you make in 2012?
How will this happen?
What will you need to do, today, to take the first steps in that direction?

What will you need to do to increase THAT number by an additional 10%

What will you do every day to keep your attitude at a high level?

What will you do to improve your physical health in 2012?

How are you going to maximize the use of your time?

Where will you cut out the time-wasters in each day?

How much time are you going to spend, daily, to improve your own sales skills? What will you do?

What have you been putting off that you will take care of within the next two weeks?

Where will you write down your plans so that you can review and revise them regularly?

Why might you not achieve your goals this year? Any answer to this last question is not a reason, but rather a self-imposed limitation, excuse, or lack of desire or effort. The biggest deterrent to success looks us in the mirror every day. Now, go out and plan to have, no, COMMIT to ... YOUR BEST YEAR EVER IN 2012!