

# **ARE YOU READY TO PROPEL YOUR BUSINESS FORWARD IN 2018?**

## **25 Questions to Help You THRIVE in 2018**

- 1. How would you rate your 2017 business performance?**
- 2. What were your greatest WINS?**
- 3. What were your top five business objectives for 2017 and did you meet them?**
- 4. For the goals you achieved, what do you think you did right? For those you failed to achieve, what stopped you?**
- 5. Looking ahead one year from now, what are your personal and professional goals for this year?**
- 6. What habits do you need to develop to improve this year's performance over last year?**

**7. What's your greatest business challenge?**

**8. How would you describe your personal foundation in terms of finances, wellness and time management?**

**9. In what ways did your personal foundation impact your business effectiveness and success in 2017 (positively or negatively)?**

**10. What's your greatest business pain point?**

**11. Do you have a strategy to help you improve your performance for 2018?**

**12. How would you describe your level of effectiveness?**

**13. What are the top 1-3 skills or habits you want to implement or improve to increase your business results?**

**14. Over the next 90 days, what is your #1 HIGHEST business priority?**

**15. What is the biggest time drain that is preventing you from achieving your most important business goal(s)?**

**16. What do you need to do more of in your business?**

**17. What do you need to do less of in your business?**

**18. What assistance/tools/technology do you need to help you accomplish your business objectives in 2018?**

**19. What do you think is the key to your success in meeting your goals this year?**

**20. How can you use your time more effectively, so you can work fewer hours each week?**

**21. What processes or procedures could you implement that would save you time, energy and/or money in the long run?**

**22. Do you have a clear business plan and are your daily/weekly/monthly actions in alignment with that plan?**

**23. If a new business owner asked you for advice, what would be the three things you would recommend to her?**

**24. What do you wish you had done differently in 2017?**

**25. Were you happy with your work/life balance in 2017? If not, what changes are needed to improve the quality of your life?**

Information is power. For greater personal and professional success in 2018, take the time to answer these questions honestly. Distribute the questions to your key team members and ask them to do the same. TAKE ACTION on those items that require your most immediate attention.

Let 2018 be your best year ever!