

## **Are you ready to take your business to new heights?**

***January 1, 2013 is 68 days away. Along with the New Year comes an opportunity to take your business to new heights. The success that you experience in 2013 will be the result of the planning and work you do now before year end.***

***The time is now to be making your moves to position yourself and your team to succeed at levels never seen before. If you want levels of success that have never happened in your business, you will probably need to do things you've never done before.***

***Here are some questions that you ideally want to ask yourself (but more importantly address) between now and Dec 31. Your 2013 success will be limited by the extent you properly address these questions:***

- 1. Do I have a clear vision of what a really successful 2013 looks like for my business?*
- 2. Does my management team clearly understand my 2013 vision to the point where they could repeat it back to me?*
- 3. Have I completed a thorough assessment of my business successes and failures for 2012 so that I really know what worked and what didn't?*
- 4. Do I know the keys to success and the barriers to my success? Am I addressing those adequately?*
- 5. Do I have the right metrics in place to measure my progress towards success in 2013?*
- 6. Do I have the right people in the right seats in the bus to transport my business to success next year?*
- 7. Is my management team owning their respective responsibilities for 2013 success?*
- 8. Does everyone on my team have an action plan of their activities for 2013?*
- 9. Do I have an accountability plan where I am going to regularly review my management team's results, accomplishments, challenges, and action items to be sure we stay on track?*
- 10. Does the entire management team have an accountability plan to regularly review everyone's results, accomplishments, challenges, and action plans?*
- 11. Am I comfortable that all of our managers are competent at holding their direct reports accountable? If not, what am I going to do about it?*
- 12. Do we have a reporting system in place whereby we share our results widely and frequently so that everyone knows our progress?*
- 13. Do I have a professional and personal growth plan for 2013?*
- 14. Does my entire management team have a professional and personal growth plan for 2013?*

***This sounds like a lot and it is a lot to think about. But great results don't happen accidentally. Great results happen from being intentional about your planning, getting the right people in the right position doing the right things, and executing on all tasks that you know need to be done in order to take your business to new heights.***

***To your success in 2013! Joel Graybeal (joelgraybeal@gmail.com)***