

YEAR IN REVIEW and 2017 VISION

A mini-workbook to review & complete 2016 with
compassion and enthusiastically welcome 2017
with clarity, focus and momentum.

With Rebecca Massoud
Business Soul + Success Coach | Marketing Mentor





2016 OVERALL REVIEW

What small and big accomplishments did you achieve in 2016?

What did you attempt to achieve, but didn't get the outcome you wanted?

What insights did you gain from either your stumbles or triumphs?

What are you most proud of in 2016?



2016 MONEY REVIEW

How much money did you make in 2016? _____

How do you feel about that amount?

What was the easiest way you made money in 2016?

What was the most challenging?

What was the most rewarding product or service you delivered?



2016 MARKETING REVIEW

Who was your most ideal client in 2016, and why?

Who was the most difficult or taxing client to serve, and why?

What marketing efforts worked really well in 2016?

What time-consuming marketing tasks or energy drains did you find yourself running into over and over again?

What new boundaries or standards can you put in place now to eliminate those energy drains or time sucks?

2016 MINDSET REVIEW

What, if anything, did you struggle with in growing your business?

Where did you need more help or expertise?

What is something you found yourself worrying or stressing about in 2016?

What new level of trust can you step into to address this?

What's a limiting belief that stopped or hampered your success?

What new expansive belief are you willing to embrace to address this?

2017 VISION

Describe your ideal business and life in 2017.

What 5 qualities or states of being do you want to feel everyday in 2017?

- 1)
- 2)
- 3)
- 4)
- 5)

What 5 things are on your wish list for 2017 (not necessarily business-related)?

- 1)
- 2)
- 3)
- 4)
- 5)

What income figure would you be thrilled to achieve in 2017?

What is your #1 ideal revenue stream—the easiest, most rewarding and lucrative way to create income?

What needs to change in your business or personal life in order for you to achieve your ideal income?

What marketing would be most effective to achieve this?

What training and/or mentoring would most benefit you to stay the course?

What support would you love to hire to help you with things you don't have time for or aren't an expert in?

What are 3 goals you have for 2017? Be as specific as possible and, ideally, attach a number, percent or date to each.

1)

2)

3)

What are your first 3 steps in achieving progress toward your goals?

1)

2)

3)

What is your word, theme or motto for 2017?

Choosing a personal word, theme or motto for the New Year pulls you forward and inspires you toward your vision, dreams and goals.

Sit quietly for a few minutes and allow your word or short saying to emerge from within. Trust what comes to you.

Write yours here: _____

P.S. Remember to post, say and share your word frequently throughout the year to anchor in its energy. It also helps pull you out of the conditioning and patterns of the past and into a forward momentum for what you're creating in your business & life.