

Open Mic, 9-30-12

*How's 2012 Been Workin' Out For Ya?*

**8 Questions to Help You Find Out  
and Course-Correct for the next 90+ Days**

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**Overview:**

We have less than 100 days left in 2012; can you believe it? It's a good time to look back on our 2012 goals and aspirations, take stock of where the first nine months have brought us, and adjust our GPS coordinates for the rest of the year.

Perhaps the 'scaffolding' (e.g., structures, processes, and concrete plans) you erected to achieve your 2012 aspirations have served you well thus far. Conversely, you may have learned that **"Life got in the way (of my plans)."** (It has a habit of doing that, no?)

The following eight questions are designed as a self-guided tour, to position you to answer the question the title, and to course-correct as needed.

Each question is followed by a boxed space in which you can record your answers.

***When you're ready, turn the page and discover how your 2012 is workin' out for ya.***

***BUT WAIT, THERE'S MORE!*** The last section provides several tips and perspectives to guide your thinking and planning. Check 'em out.

**Any Questions or Comments, please email me at [Ed@EdwardJacobson.com](mailto:Ed@EdwardJacobson.com).**

**1. If you established a vision or image for your 2012, what was it?**

For example, you may have phrased it as “2012: My year of breakout results,” “Taking my business to the next level,” “Aligning all aspects of my business for world-class performance”, “Achieving balance between working on the business, working in the business, and fully engaging in my personal life,” or any of a myriad other aspirations.

- If you created such a vision statement, please write or type it in the box.

If you haven’t articulated a 2012 aspiration, take a few moments now and fashion one. You might find it helpful to use either of the following sentence starters: “2012: The Year of ...” or “2012: The Year That I...” Write or type your 2012 aspirational statement in the box below. (*Think of it this way: “If I had taken the time to articulate my 2012 aspiration in January, this is what it would’ve been.”*)

**2. What goals did you establish for the first nine months? What steps did you commit to, and what was the outcome of each?**

- If you didn’t make a concrete plan, what actions did you take nonetheless – planned or unplanned – and how did each work out?

<u>Step</u>	<u>Outcome</u>

**3. What aspects of your answers to Q 2 do you feel pleased about, and can celebrate?**

For example, three new clients by referral, successfully updating your website, beginning a blog, or the remarkable generosity of colleagues and peers in providing information, tools, and wisdom when you put out an SOS.

**4. What have you *learned* about your 2012 goals and action plans? And what has 2012 taught you thus far?**

For example: the appropriateness of the goal, the ease or difficulty of each action, the resources needed (inner and outer), positive surprises, the progress you made, obstacles (both inner and outer) that arose to challenge you, and how you addressed them.

**5. How can you use these lessons, to inform your fourth quarter goals and action plans?**

For example: be cautious about taking on too many new projects at one time; build upon the unanticipated leadership of your assistant in taking ownership of several major projects; factor in the actual amount of ramp-up time each new project requires.

**6. If you gave the 4<sup>th</sup> quarter a title (parallel to “The Year of...” or “The Year That I...”) what would be “The Quarter of...” or “The Quarter That I...”?**

**7. Make a Private Commitment-to-Action:**

Create two steps to move your final quarter of 2012 forward.

For example: call your mentor or coach; find an accountability partner; call three COIs; write an article.

***First action commitment*** (including start date):

***Second action commitment*** (including start date):

## 8. Insights, A-ha's, and/or validations from this Self-guided Review?

### FOURTH QUARTER TIPS AND PERSPECTIVES:

1. You've dedicated the time and effort to complete this self-guided process of (i) catching up with yourself, (ii) looking back and taking stock, and (iii) pulling up your socks for the remaining 90+ days' sprint. Honor whatever force impelled you to conduct this self-review, by creating a daring aspiration for the three months ahead.
  - Write down a phrase or describe a visual image to guide your next 90+ days, as a kind of **Beacon**.
2. Share your image or phrase, and your plans, with someone who can listen, offer support, and question you constructively.
  - Ask yourself: *"What questions do I have for them, about my goals and plans?"*
3. Treat yourself the way the best possible coach or mentor would:
  - Cultivate an authentic, genuine belief in your abilities and talents;
  - Provide authentic, meaningful words of support and encouragement;
  - Establish accountability measures and timeframes – without being punitive;
  - Ask yourself as coach/mentor: *"What does this person need to hear from me, now, to move forward?"*
4. Regard this fourth quarter as an experiment that will provide rich data for your 2013 aspirations; it will show you what you are capable of, what you need and can get from others, what constraints arise and how you address them. *Adopting this perspective can elevate your sights and reduce the moment-to-moment stresses about "delivering a result."*

**ANY QUESTIONS, COMMENTS, OR JUST TO CHAT,  
EMAIL ME AT [ED@EDWARDJACOBSON.COM](mailto:ED@EDWARDJACOBSON.COM)**