



NICOLE RUETH PRESENTS...

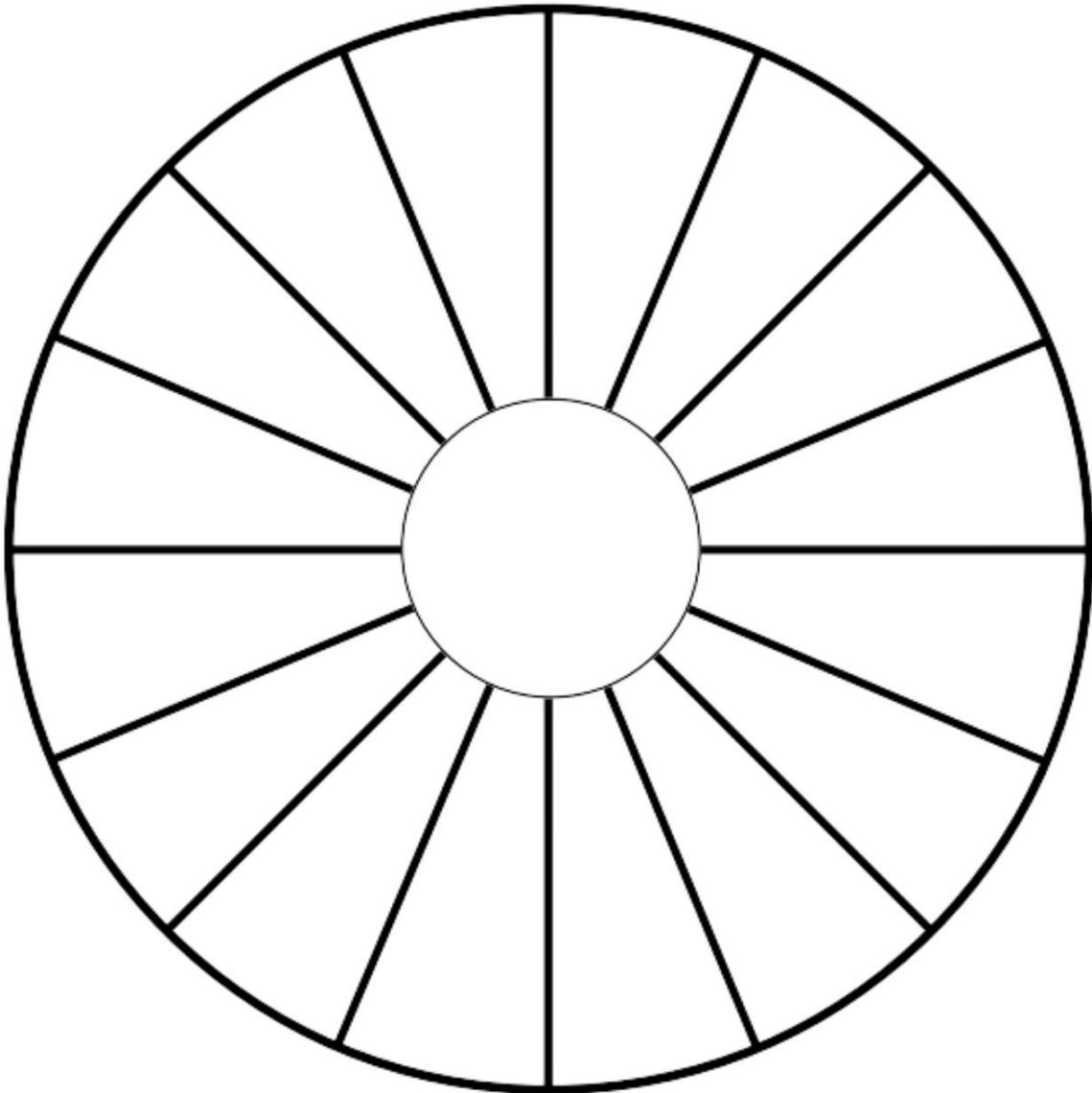
2022
IGNITE YOUR

BY SETTING EXTREME GOALS



*YOUR FUTURE SELF WILL BE
PROUD OF YOU!*

Gratitude Wheel



2021: Looking Back

What are your 5 biggest wins over the last year?

1. _____
2. _____
3. _____
4. _____
5. _____

Of these wins, which are you most proud of and why?

What were your biggest lessons from last year?

1. _____
2. _____

What was your best tool or resource of 2021?

What was the largest risk that you took last year?

Where did you grow the most last year?

Who had the greatest impact on you last year?

What one word would define your last year best?

What one word do you want to define 2021? _____



2021 Looking Back: Additional questions to ask yourself...

1. What 3 new relationships did I develop in the last year?
2. What 3 existing relationships did I deepen in the last year?
3. If I could go back and do it again, what would I have done differently last year?
4. Has my relationship with my associates in work been pleasant, or unpleasant? If unpleasant, has the fault been partly, or wholly mine?
5. Which books have I read in the last year?
6. What was the most caring service I made last year?
7. Is there someone I need to contact and thank?
8. Is there someone I need to contact and make amends with?
9. What was the smartest decision I made in the last year?
10. What do I need to **KEEP** doing in the next year?
11. What do I need to **START** doing in the next year?
12. What do I need to **STOP** doing in the next year?

What is a Vision and Where Does It Come From?

Visions are born in the soul of a man or woman who is consumed with the tension between the idea of “what is” and “what could be”. Anyone who is emotionally involved, frustrated, brokenhearted, maybe even angry about the way things are in light of the way things could be, is a candidate for a vision. Visions form in the hearts of those who are dissatisfied with the status quo.

Vision often begins with the inability to accept things the way they are. Over time, that dissatisfaction matures into a clear picture of what could be, but a vision is more than that. After all, what “could be” is an idea or a dream, but not necessarily a vision. A vision is something that “should be and must be” done. There is always a moral element to vision and it is carried with a sense of conviction. Anyone with a vision will tell you this is not merely something that could be done, but something that **SHOULD** be done and **MUST** happen.

It is this element that catapults men and women out of the realm of passive concern and into action. It is the moral element that gives a vision a sense of urgency.”

—“Vioneering” by Andy Stanley

“The soul never thinks without a picture.”

—Aristotle

Here are a few simple ideas to help you create your Vision Document:

First, find a place of solitude where you can think and write — a setting that inspires your creative thinking. This may be a park, beach, library with a view, or a quaint coffee shop. From previous experience, it is most likely not your house or office, as there are typically too many opportunities to get distracted in those places.

As we start to create your vision for the future, you may be well served to write out your current reality first. An accurate, insightful view of your current reality is just as important as a clear vision.

- **What is frustrating me?**
- **What is creating tension in my business/life now?**
- **What do I need to change in my own behavior now?**
- **What is holding me back from getting my work done now?**
- **What are some recurring patterns that sabotage success for me?**

In the book “The Fifth Discipline” by Peter Senge, he writes about the creative tension between your current reality and your future vision and calls it the “gap.” This gap between vision and current reality is also a source of energy. If there were no gap, there would be no need for any action to move toward the vision. Indeed, the gap is the source of creative energy.

Take no longer than 15 minutes to write out your current reality. Now it is time to start writing your vision.

Write for 30 minutes without stopping. This is no time to clarify or worry about punctuation or spelling. Just write without stopping.

No filtering or wondering if you could, should or would. No judgment. Just write out what is coming from your heart.

Now, as we get into the writing of the vision document, answer the following questions in light of where you are now and what you **MUST** build in your business and personal life to have personal fulfillment.

“It’s not what the vision is; it’s what the vision does.”

—Robert Fritz

What's really important to you?

Prioritize

Yes-No-Maybe

1.	_____	_____	_____
2.	_____	_____	_____
3.	_____	_____	_____
4.	_____	_____	_____
5.	_____	_____	_____
6.	_____	_____	_____
7.	_____	_____	_____
8.	_____	_____	_____
9.	_____	_____	_____
10.	_____	_____	_____
11.	_____	_____	_____
12.	_____	_____	_____
13.	_____	_____	_____
14.	_____	_____	_____
15.	_____	_____	_____
16.	_____	_____	_____
17.	_____	_____	_____
18.	_____	_____	_____
19.	_____	_____	_____
20.	_____	_____	_____

What lights you up?

1 .

2 .

3 .

How are you going to get there?

1. _____

A) _____

B) _____

C) _____

Zoom In _____

2.

A) _____

B) _____

C) _____

Zoom In _____

3.

A) _____

B) _____

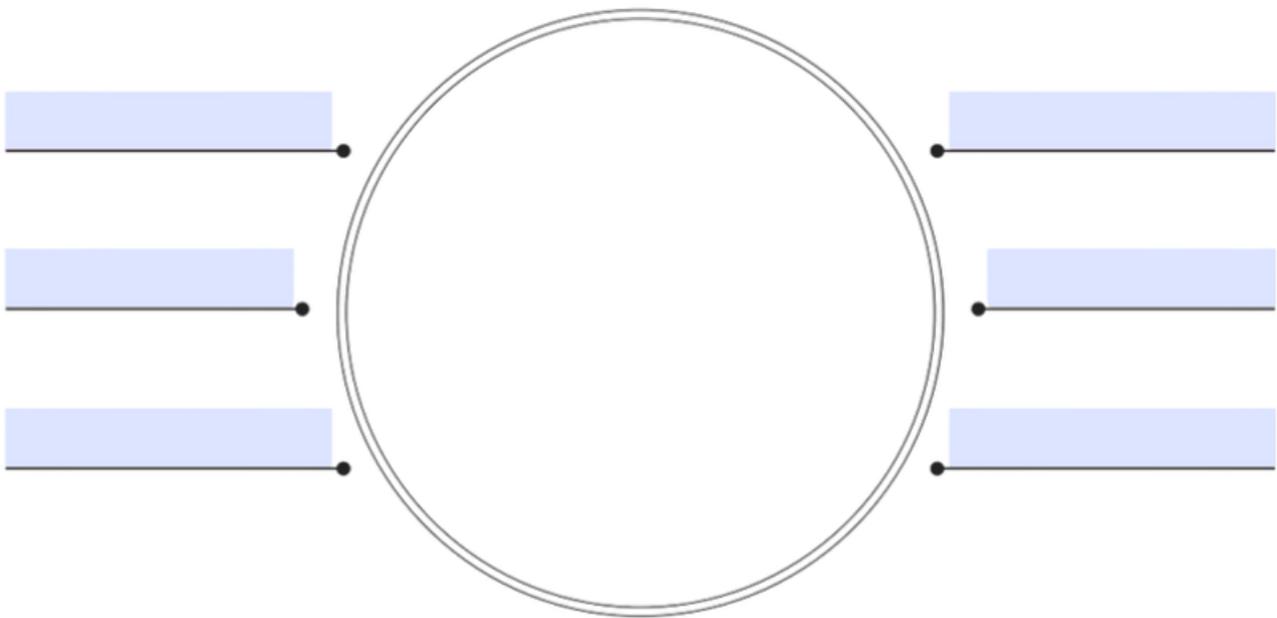
C) _____

Zoom In _____

One-Page Simple Business Plan

Outcomes:

Disciplines:



Improvements:

Project List:

1. _____
2. _____
3. _____
4. _____

Target Date:

Getting Started:

00

15

30

45

60

75

90

105

120

Wrapping Up:

00

15

30

45

60

75

90

105

120

2021: Re-Cap

1. How much income did you earn in 2021? _____
2. Number of closings last 12 months? _____
3. How many transactions did you close in 2021? _____
4. Dollar volume closed in 2021? _____
5. Average commission per transaction? _____
6. Average sale price? _____
7. % of leads to appointments? _____
8. % of appointments to closings? _____
9. % of contracts to closings? _____

2022: Re-Plan

1. How much income do you want to earn in 2022? _____
2. Number of closings required? _____
3. Percentage increase? _____
4. Average sale price? _____
5. How much volume do I need? _____

Yearly Monthly Weekly

1. How many leads do I need? _____
2. How many appointments do I need? _____
3. How many contracts do I need? _____



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