

Identify Act Measure EMPOWERED



Many people believe they're not reaching their goals due to a lack of **MOTIVATION**; however, a lack of **CLARITY** is what holds us back.

Once you identify the end goal (lag), you'll need to understand what to do each day to get there (lead).

Use this playbook to get **CLEAR** on what you **WILL** do each day, week, and month, to reach your dreams & goals!

Let's Go!

IF YOU CAN
DREAM IT, YOU
CAN DO IT.

— WALT DISNEY.



Christine Trippi

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I Am MEASURE

MEASURE YOUR RESULTS FOR LAST MONTH'S GOALS AND
IDENTIFY THREE WINS TO CELEBRATE!

MONTH IN REVIEW

I BEGAN

I ENDED

I BEGAN

I ENDED

I BEGAN

I ENDED

WIN #1

WIN #2

WIN #3



I Am REFLECT

USE THE FOUR POWER QUESTIONS TO REFLECT,
ADJUST, ADAPT, & CORRECT.

MONTH

WHAT'S GOING RIGHT?

WHAT'S NOT GOING RIGHT?

WHAT AM I LEARNING?

WHAT WILL I DO DIFFERENTLY?



I Am BRAINSTORM

BUSINESS - PERSONAL - SELF

BRAIN DUMP! WHAT WOULD YOU LIKE TO ACCOMPLISH OR IMPROVE THIS MONTH? YOU'RE CREATING YOUR VISION.

MONTH

CLARITY IS BEING FOCUSED

Be Confident



Be Empowered

COURAGE IS TAKING ACTION

DESIRE IS LISTENING TO YOUR HEART

Lead from the Heart



I Am GOALS

TAKE THE TOP THREE PRIORITIES FROM YOUR BRAINSTORM
AND MAKE YOUR PLAN!

Power Phrase

MONTH

TOP GOAL #1

DAILY

WEEKLY

MONTHLY

_____	_____	_____
_____	_____	_____
_____	_____	_____
_____	_____	_____

GOAL #2

DAILY

WEEKLY

MONTHLY

_____	_____	_____
_____	_____	_____
_____	_____	_____

GOAL #3

DAILY

WEEKLY

MONTHLY

_____	_____	_____
_____	_____	_____
_____	_____	_____



I Am GOALS

TAKE THE TOP THREE PRIORITIES FROM YOUR BRAINSTORM
AND MAKE YOUR PLAN! WHAT NEEDS TO HAPPEN EACH WEEK?

MONTH	GOAL #1	GOAL #2	GOAL #3
WEEK 1			
WEEK 2			
WEEK 3			
WEEK 4			
WEEK 5			



I Am S.M.A.R.T.

ENSURE YOUR GOALS ARE SMART!
BREAK IT DOWN BELOW.

MONTH

SPECIFIC - WHAT EXACTLY DO I WANT TO DO?

S

MEASURABLE- HOW WILL I TRACK MY PROGRESS?

M

ATTAINABLE - IS IT REALISTIC? DO I HAVE WHAT I NEED?

A

RELEVANT - WHY AM I DOING THIS? DOES IT MATTER TO ME?"

R

TIMELY - WHEN WILL IT BE COMPLETED?

T



I Am DAILY



Month:

Week:

Goal #1

[Empty box for Goal #1]

Goal #2

[Empty box for Goal #2]

Goal #3

[Empty box for Goal #3]

Monday

Set your intention - get clarity

TOP PRIORITIES - I WILL:

[Three horizontal lines for Monday priorities]

Today's Glimmer:

[Horizontal line for Monday glimmer]

Wednesday

Where focus goes, energy flows.

TOP PRIORITIES - I WILL:

[Three horizontal lines for Wednesday priorities]

Today's Glimmer:

[Horizontal line for Wednesday glimmer]

Friday

Take a vacation in every day!

TOP PRIORITIES - I WILL:

[Three horizontal lines for Friday priorities]

Today's Glimmer:

[Horizontal line for Friday glimmer]

Tuesday

Should you or WILL YOU?

TOP PRIORITIES - I WILL:

[Three horizontal lines for Tuesday priorities]

Today's Glimmer:

[Horizontal line for Tuesday glimmer]

Thursday

Make time your ally, not your enemy!

TOP PRIORITIES - I WILL:

[Three horizontal lines for Thursday priorities]

Today's Glimmer:

[Horizontal line for Thursday glimmer]

Reflect

Being reflective is effective!

POWER QUESTIONS:

What's going right?

What's not going right?

What am I learning?

What will I do differently next week?

I Am

QUARTER PLANNER

WHAT ARE YOUR SCORECARD TARGETS? TRACK YOUR RESULTS.
GSS, SALES, ASSOCIATE ENGAGEMENT, FLOW-THROUGH, CONVERSIONS

MONTH → GOAL ↓			
	TARGET ACTUAL	TARGET ACTUAL	TARGET ACTUAL
	TARGET ACTUAL	TARGET ACTUAL	TARGET ACTUAL
	TARGET ACTUAL	TARGET ACTUAL	TARGET ACTUAL
	TARGET ACTUAL	TARGET ACTUAL	TARGET ACTUAL
	TARGET ACTUAL	TARGET ACTUAL	TARGET ACTUAL



I Am CHALLENGE

ARE YOU WORKING ON CREATING NEW HABITS? USE THIS TO TRACK YOUR DAILY | WEEKLY | MONTHLY GOALS.

✓ MY CHALLENGE IS:

01	02	03	04	05
06	07	08	09	10
11	12	13	14	15
16	17	18	19	20
21	22	23	24	25
26	27	28	29	30



Christine Trippi



I Am READY

BLOCK THE TIME SO YOU CAN SHINE! DON'T LET THAT TO-DO LIST STRESS YOU OUT. BLOCK THE TIME FOR KEY TASKS IN YOUR CALENDAR, SO YOU KNOW IT'S COVERED.

MONTH

IDEAS

- HUDDLE PLANNING
- SOCIAL MEDIA PLANNING
- RECRUITMENT
- BUDGET
- GSS/SALT DEEP DIVE
- WEBSITE REVIEW
- QUALITY ASSURANCE REVIEW
- FORM LETTER CREATION
- PERFORMANCE REVIEWS
- SALES CALLS
- FOLLOW UP CALLS
- P&L CRITIQUE
- ASSOCIATE APPRECIATION PLANNING
- CREATE PACKAGES
- PLAN TEAM PARTY
- CREATE PROCESS/SOP
- DEVELOP A SALES FLOW
- PLAN YOUR NEXT VACATION
- WORKOUT
- ORGANIZE YOUR COMPUTER FILES
- CREATE A TEAM INCENTIVE
- CATCH UP ON A WEBINAR
- LEARN SOMETHING ON YOUTUBE
- READ
- ACCOUNTING
- STR REVIEW
- CREATE A POWERPOINT

WEEK 1

Blank space for scheduling tasks in Week 1.

WEEK 2

Blank space for scheduling tasks in Week 2.

WEEK 3

Blank space for scheduling tasks in Week 3.

WEEK 4

Blank space for scheduling tasks in Week 4.

