

New Year Checklist for a Great Year

by
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If you're in business the start of any New Year should get you running for your **List of Questions**. What questions you ask? The questions every business should visit at least in January if not semi annually, quarterly and even monthly.

I think of them as my chance to really see how well my business is doing and how far I've grown. So without any further delay here's the list:

1. What am I contributing to my profession (industry)?
2. What am I achieving?
3. What am I really good at?
4. Who have I seen this month/quarter/year to model?
5. Do I have a support group? How often do we meet?
6. What's going on in the profession of _____ today?
7. How much am I worth? (this one gets a specific dollar amount answer)
8. What did I last study? When?
9. What do I stand for?
10. Am I comfortable? (if I answer this yes for three months running I know it's time for a bit of a stretch to keep bettering myself)
11. What systems are working in the business right now?
12. What systems make it hard for my customers to use, understand or accept?
13. What systems make it hard for my staff to use, understand or accept?
14. What part of the company brings in the greatest revenues? Why?
15. Do I trust all of my staff?
16. If we were to change 3 things right now, what would they be and why?
17. Where do I want the company to be in 12 months? Do all your projections here?
18. If we could eliminate 3 things from the business right now, what would they be and why?

19. What has changed since last year? How do I feel about that? What have I observed?
20. What systems are in place for a complete company audit? Including staff training and knowledge, leadership, customer service, customer tracking, sales, inventory, management skills, effectiveness, timeliness of services, quality of product(s), and employees' attitudes.

I hope this New Year brings you and those you love a tremendous amount of joy and happiness.

KAZ is an international speaker, author, consultant and coach who focuses on working with people who want to **BE** more and organizations that want to **DO** more. For a free booklist, more articles or a copy of **KAZ's** speaking topics simply visit www.CompetitiveBalance.com and let us know how we can help you.