

BEST YEAR YET ROADMAP

The Ultimate Process for 12 Months Success Planning

HOW WE WILL ROLL



Your 2023 Success Plan

We're going deep on the methodology we deliver to clients all over the world for successful yearly planning.



Fire Away!

Hit us up with all your questions, we will answer as many as we possibly can! (Set chat to 'Everyone')



The Final Whisky Webinar of 2022

Thank you all so much for hanging out with us this year - lets send it off with a bang!
Keeeeeenn.

THE BIG PROBLEM

The Big Problem Number 1:

The world is more chaotic than ever, and that's only getting more intense.

Its likely things will get harder before they get easier...



THE BIG PROBLEM

The Big Problem Number 2:

The market demands a high level of certainty from the brands they partner with.

Even though sometimes that feels impossible to give...



THE BIG PROBLEM

The Big Problem Number 3:

**As salespeople,
we're often the
type to enjoy fun,
adventure and
variety.**

And that can often mean we feel
like plans are 'limiting' or restricting.



THE RESULT

We show up without a plan, 'reactive' to the market's demands... and the race is over before it even began.

Their trust in us erodes as our confidence in ourselves goes down the drain...



THE SOLUTION?

Well, the solution is simple...

**Early Christmas Presents:
a 2023 Sales Plan for All!**



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**ALL YOU NEED IS THE PLAN, THE ROADMAP,
AND THE COURAGE TO PRESS ON TO YOUR
DESTINATION**

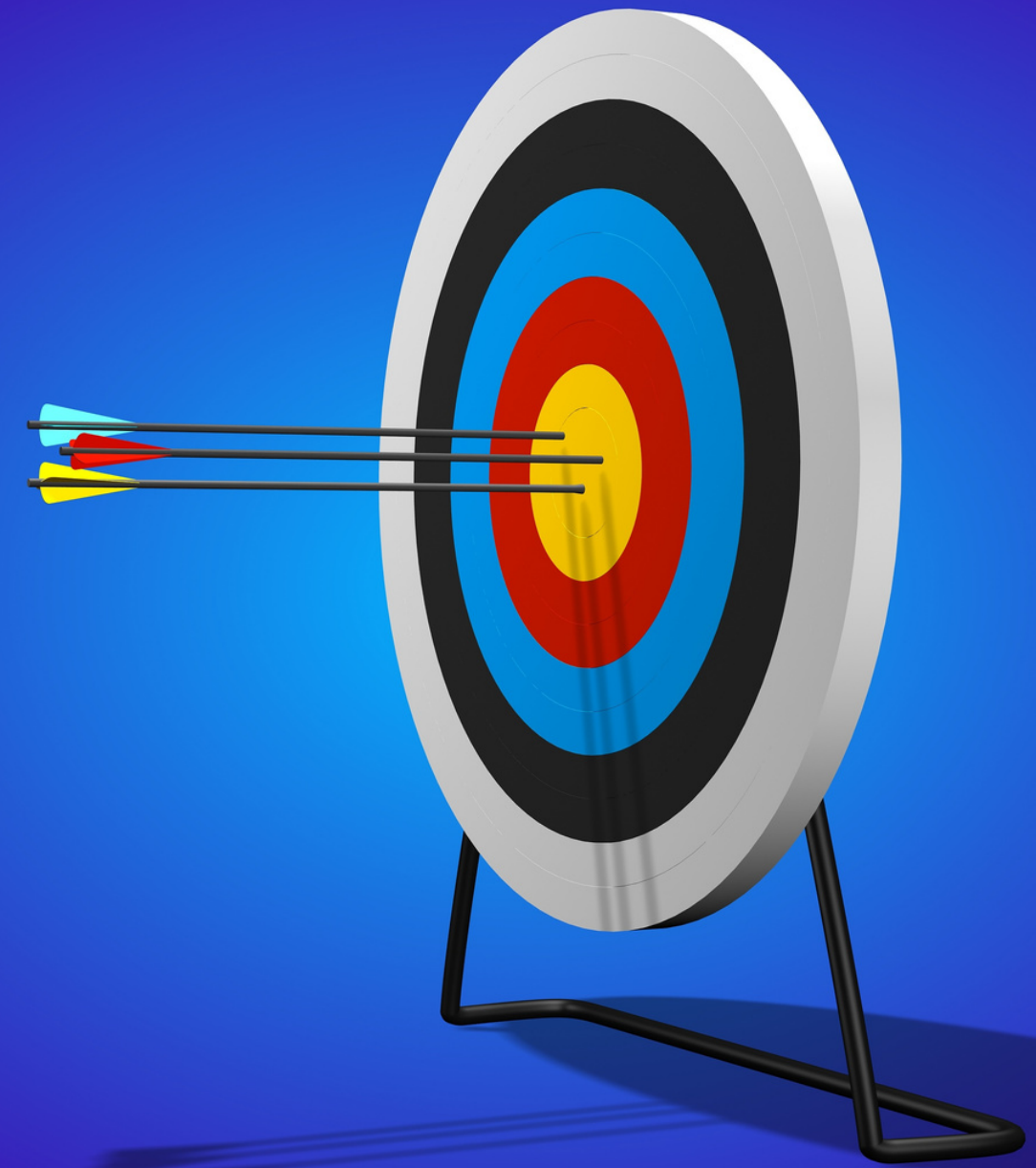
Earl Nightingale - American Author

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STEP 1: YOUR PERSONAL PROJECT FIGURE

What is your North Star goal? Make it a personal record you've never broken before.

Example: Project 500K



STEP 2: YOUR HOURLY VALUE

Calculate your 'Hourly Opportunity Cost' by dividing your North Star by 168 (ave. working hours in a month)

Example: \$1677 per hour



STEP 3: YOUR WILDLY IMPORTANT ACTIONS

What are the top 5 actions you need to consistently complete to achieve your North Star Goal?

Example: Outbound Calls, F2F Meetings, Personalised Videos, Sending Lumpy Mail.



STEP 4: SET YOUR 90 DAY MISSIONS

How many of those actions will you aim to complete per 90 day sprint (Or 30 days if this is more applicable to you)?

Example: 250 Outbound Calls, 50 Lumpy Mail



STEP 5: KNOW YOUR IDEAL CLIENT

Who is your ideal target buyer for 2023?

Why do they buy? What turns them away?



STEP 6: YOUR EDGE

**What do you have...
that no one else does?**

**This is your 'unfair
advantage'.**

**Example: Can make
friends with anyone, will
knock down any door, can
add up numbers like a
calculator...**



STEP 7: WHO WILL YOU BE?

What will your top 3 personal standards be on the path to your goals in 2023?

**Example: Courageous,
Organised, Celebrator,
Planner, Driven, Healthy**



STEP 8: YOUR COURAGE CALLS

**Who are the top 5
'logos' you'd love to
work with, who
currently feel 'out of
your league'?**

**Example: The Milwaukee
Bucks, Tesla, Ryobi Tools,
RM Williams Boots...**



STEP 9: CELEBRATE EVERY BIT OF IT!

How would you like to reward yourself for all your hard work in 2023?

Example: Skydive with three friends, a wedding ring for your partner, a trip to Perth...



QUESTIONS?



OUTBOUND PRESENTS

Turn Your 2023 Plan Into a Game.

Make your plan a reality. Drive yourself to hit your missions. Claim your prizes and celebrate well.

