Business Planning From Vision to Strategy





MY MOTIVATION

What is my why for 2026?

"Your 'why' isn't the same as your goal - it's the reason for wanting to get to your goal; the motor that gets you to your destination"	
What does it look like?	
What does it feel like?	
Why is this important to me?	

MY ACTION PLAN

Budget	Past Clients and Sphere of Influence	Lead Generation
Activities	Activities	Activities
Track Your Results	Track Your Results	Track Your Results

MYACTION PLAN (CONTINUED)

Social Media	Professional Network	Other
Activities	Activities	Activities
Track Your Results	Track Your Results	Track Your Results
Track four Results	Track four Results	Track four nesults

10 QUESTIONS TO INCREASE MOTIVATION

1. What are my reasons for wanting to achieve my goal?
2. What steps do I need to take to move closer to my goal?
3. What would be the consequences of NOT being motivated to achieve my goal?
4. What stops or reduces my motivation?
5. What obstacles or barriers may I face that will sabotage my motivation?
6. How can I overcome those obstacles?
7. What habits can I create to increase my motivation?
8. What tangible reminders do I need to see to stay motivated?
9. Who can support me?
10. How will I reward myself?

NOTES

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Building better businesses, one Realtor at a time ...

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