

## Important

You will only gain benefit from this programme by working through it with the audio or video recordings provided. These have been specially prepared to guide you through the process at the right pace and in the right order.

***Before you start listen to Audio 0***

## Purpose

**The purpose of this worksheet is to help you get started on developing your business vision.**

You may already have an idea of what you wish your business to be, or you may not. But even if you have a clear idea of your vision you've probably not written it down.

Or if you *have* written it down you've probably not written it in the 'right' way.

**This way will enable you to turn it into reality.**

This worksheet will help you gather your thoughts and identify those things that you need to 'let go', if your vision is to be a *reality*.

It will also help you to understand where you are now in relation to where you *wish to be* with your business.

**It represents the first step in the process of developing your business into what you wish it to be.**

It will take you some time to work through it and it will take some hard thinking. Don't rush it or try to complete it all in one go.

Spend time on it each day over a period of at least 3 but not more than 5 or at the most 7 days.

You may find on some days that your ideas have clarified as your subconscious mind consolidates your thoughts.

Once you start on this exercise let things flow naturally to get the best insights into what you are really looking for.

If you get 'stuck' take a break and - just allow yourself to 'enjoy' the process.

As you go through this worksheet and the subsequent process you may notice some repetition. It's deliberate, just like when you did lessons at school. Repetition reinforces.

You'll be asked the same question, or similar questions more than once, that's a prompt to rethink and re-evaluate your 'answers'. Don't just copy what you wrote before, think more deeply about the concept being explored.

**For best results PRINT this worksheet** one sided and complete the relevant sections **in writing**. The reason for this will be explained as you go through the process. It just isn't as effective when you do it on screen!

*Now listen to Audio 1*

## STEP 1 - 6 Seemingly Simple Questions

Here are six seemingly simple questions from my mentor Peter Thomson:

- Where am I now?
- How did I get here?
- Where am I going?
- Why do I wish to go there?
- What are the obstacles?
- What am I going to do next?

The first step is to consider and answer these questions **in the context of your business**.

Some of the answers might be quite short, others will be longer; and don't forget, you can always change the answers later if you need to. **TIP: write in pencil!**

Throughout this workbook use the reverse side of the page or additional sheets of paper if there isn't enough room for you in the boxes.

Spend some time on this and be honest with yourself.

### 1. Where am I now?

### 2. How did I get here?

**3. Where am I going?**

**4. Why do I wish to go there?**

**5. What are the obstacles?**

Now, this last question doesn't, at this stage, **have to** relate to any of the previous questions.

It should, at this stage, simply be a statement of what you are planning to do in the next 90 days or so.

You'll revisit this later!

**6. What am I going to do next?**