



WHAT WENT RIGHT THIS PAST YEAR?

IN THE CELLS BELOW, input your monthly revenue for 2020. Then take your 2021 revenue goal and break it down into each month of the 2021 year. To point out the obvious, the revenue for each of the 12 months of 2021 should add up to your 2021 annual goal.

YEAR	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	TOTAL
2020													
2021													

IT'S **12.21.21** AND YOU HIT YOUR SALES GOAL. (CONGRATS.) HOW DID YOU DO IT?

WHAT DANGERS DID YOU SIDESTEP?

WHAT OPPORTUNITIES DID YOU TAKE ADVANTAGE OF?

WHAT NEW BEHAVIORS DID YOU BEGIN?

WHICH PROSPECTS BECAME CLIENTS?

WHICH CLIENTS DID YOU SELL MORE TO?
