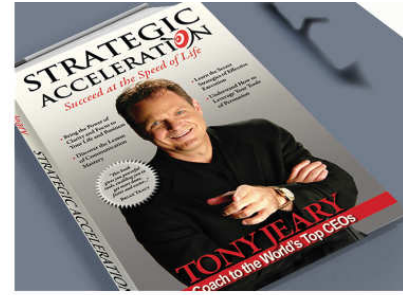


# STRATEGIC ACCELERATION

*Succeed at the Speed of Life*



## **Exercise 4: Outline What You Need To Do To Get What You Want**

Taking small steps is what all of life is really about and it is the true basis of achievement. Dividing a large goal into manageable tasks increases your chances for success. For most of us, “overnight” success results from taking lots of small steps that are connected to our dream.

### ***Action Plan***

Using the following template:

1. Document your overarching goal or objective.
2. List the tasks and actions necessary to reach that objective, providing deadlines and names of people necessary to help.



### Action Plan

Goal or Objective:			
Tasks		When	Who
1.			
2.			
3.			
4.			
5.			
6.			
7.			
8.			
9.			
10.			



**Action Plan: Example**

<b>Goal or Objective:</b>	<i>Start my own consulting business and bring in revenue in excess of \$100k in the first year of operation</i>		
<b>Tasks</b>	<b>When</b>	<b>Who</b>	
<i>1. Develop business plan</i>	<i>Self</i>	<i>Sept 30</i>	
<i>2. Find investors or capital</i>	<i>Self</i>	<i>Oct 15</i>	
<i>3. Develop marketing, financial, branding plans</i>	<i>Self</i>	<i>Oct 30</i>	
<i>4. Determine strategic partnerships</i>	<i>Self</i>	<i>Oct 30</i>	
<i>5. Begin building client list</i>	<i>Self</i>	<i>Nov 1</i>	
<i>6. Hire sales and marketing team</i>	<i>Self</i>	<i>Nov 1</i>	
<i>7. Generate at least 2 leads a week</i>	<i>Sales person</i>	<i>Nov 15</i>	
<i>8. Upgrade website and improve online marketing presence</i>	<i>Marketing team</i>	<i>Nov 15</i>	
<i>9. Leverage strategic partnerships – share e-mail lists, etc.</i>	<i>Marketing team</i>	<i>Nov 30</i>	
<i>10. Write book</i>	<i>Self</i>	<i>Dec 1</i>	