

YOUR
NEXT CHAPTER



Reviewing your Year
Workbook One

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We all start the year with goals, enthusiasm and determination to bring our vision to life. Our actions communicate outcomes in two distinct ways:

Emotionally:

the projects, services, growth, breakthroughs, clients, experiences, realisations and more that delighted and excited you this year.

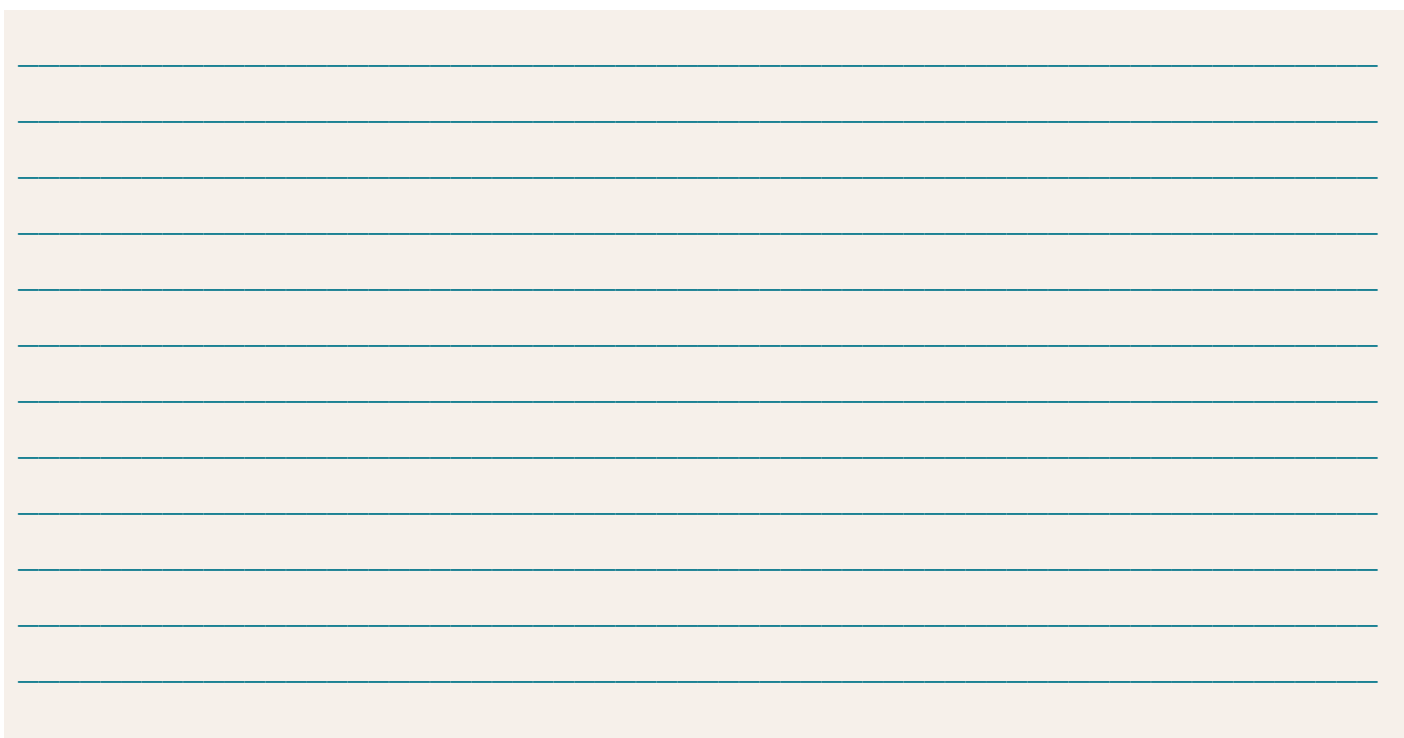
It's important to acknowledge and build upon your successes – this is the process I call Reverse Gapping, and it provides you with Future Fuel for the year ahead. These are also the outcomes you are most likely to carry through into the New Year and build upon – repeat services, for example.

Practically:

the numbers of your business - audiences built, clients served, programs run, revenue you've generated this year from which services and products.

Emotional Results:

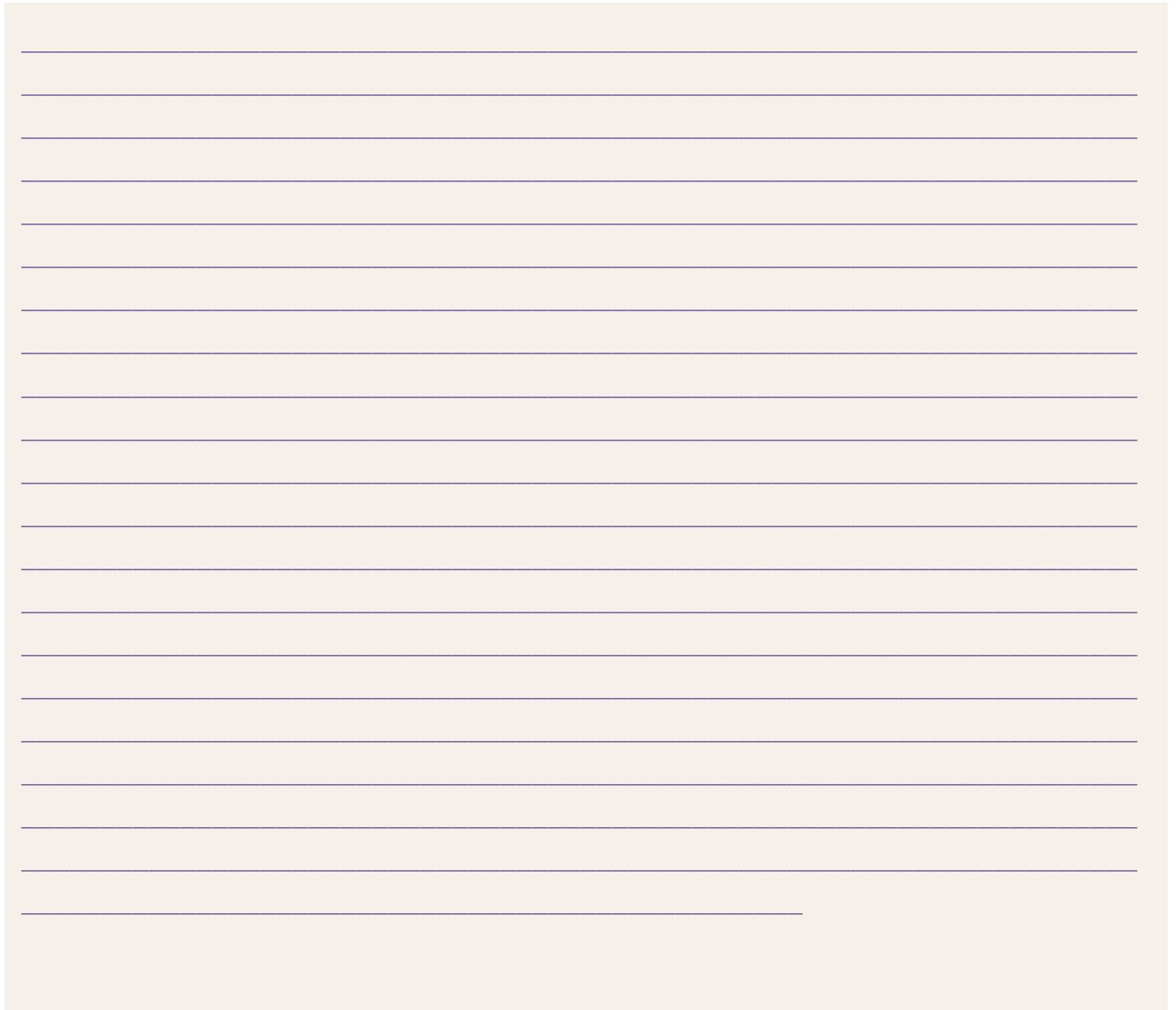
These are my achievements from 2021 that feel fabulous!



A large rectangular area with a light beige background and horizontal blue lines, intended for writing achievements.

And Finally.....

Are you clear on who you have served and who you want to serve in 2022? Who is this Most Aligned Client for you? Consider who you've loved working with, who has been profitable and who you are best equipped to serve. Will there be any changes for the new year?



NEXT STEPS:

In the next workbook you will take time to confirm the services you'll focus on offering in 2022 – this background evaluation will set you up for clarity and success!