

YOUR BEST YEAR EVER WORKBOOK

REAL ESTATE GYM

BY TOM PANOS

How to use this worksheet:

Inspired by Mel Robbins, I have tailored this worksheet to real estate so that you can plan to have for your best year ever in 2018:

1. This worksheet is in 2 parts. Part 1 involves reflecting on the year you had in 2017. Why is this important? Because you need to realise how you transformed over the last 12 months, the key lessons you learned, the struggles you overcome and the person you became.
2. Part 2 focuses on your ambitions for 2018 and most importantly, WHY these goals matter – this gives it meaning and definition.
3. You can copy and print out multiple versions of this worksheet and complete it with your family, with your EBU and for your office. Setting goals as a team gets everyone on the same page and deepens your connection with the people who have the greatest impact in your life.
4. Once complete, keep this in a safe place and look back on it towards the end of 2018.

Part 1: Reflect on 2017

Reflect on 2017

It is mathematically impossible to get directions to a new destination if you don't know where you are starting from. The same can be said about your life.

To create the best year of your life, you must start where you are. So let's take a look back on your 2017.

Think about everything that happened in your life this year, and everything that didn't. Describe what it was like to be you this year:

Do you remember what your goals were for 2017? If so, describe a few of the goals you achieved this year:

What goals did you let go or fail to achieve? Why?

Who or what are you grateful for being a part of your 2017?

Now let's go through and assess the four major areas of life:

Health & Fitness, Relationships, Real Estate Work and Social.

It's time to acknowledge what happened in 2017 (the good, the bad, the awesome, and the lessons you learnt). This exercise will help you reflect on and realise the person you became in 2017 before you set your new goals for 2018.

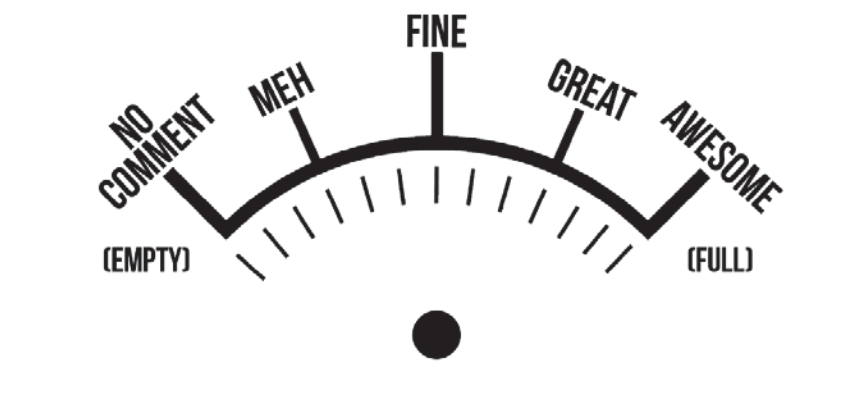
You must first know where you are before you decide where you want to go. This is critical to creating what you want in 2018 with clarity and conviction.

HEALTH & FITNESS

Describe your wins and losses with your Health in 2017. Did you push yourself outside your comfort zone to become healthier? If so, what'd you do?

What was your biggest victory and your biggest struggle this year with your health?

Now rate Health & Fitness overall on the meter:



RELATIONSHIPS

This section is about your love life, friendships and family.

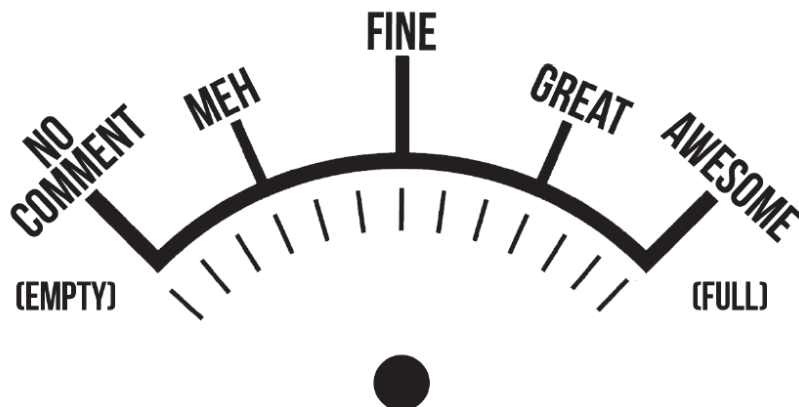
Did you feel loved? Did you express it as much as you wanted? Or did you notice a lack of connection to the people in your life?

Did you have any experiences that surprised you or scared you? If so, write it down.

Where do you feel fully loved? Where is love missing? What was the most difficult conversation you had this year?

What moment did you feel the most loved this year? Give a specific example of when you showed someone you loved them this year.

Now rate the overall state of your Relationships on the meter:



Okay, now you are ready to complete 2017...

2017 was the year I...

I made some major mistakes in 2017, and this is what I learned from them...

I am really proud of myself for...

Part 2: Plan to make 2018 Your Best Year Ever

HEALTH & FITNESS

What are your hopes and dreams for your health in 2018?

What are your top 5 health goals?

- 1.
- 2.
- 3.
- 4.
- 5.

Why are these goals important to you?

To achieve this, you need to take these action steps:

RELATIONSHIPS

What are your hopes and dreams for your relationships in 2018?

What are your top 5 relationship goals?

- 1.
- 2.
- 3.
- 4.
- 5.

Why are these goals important to you?

To achieve this, you need to take these action steps:

REAL ESTATE WORK

What are your hopes and dreams for your real estate career in 2018?

What are your top 5 work goals?

- 1.
- 2.
- 3.
- 4.
- 5.

Why are these goals important to you?

To achieve this, you need to take these action steps:

SOCIAL LIFE

What are your hopes and dreams for your hobbies and social life in 2018?

What are your top 5 social goals?

- 1.
- 2.
- 3.
- 4.
- 5.

Why are these goals important to you?

To achieve this, you need to take these action steps:

LET'S SMASH IT IN 2018!

I'm looking forward for 2018 because...

I plan to say No to...

I plan to say Yes to and spend more time on...

I plan to continue...
