

SECTION 6: GENERAL APPLICATION

BUSINESS PLANNER - Notes:

HOW TO CREATE A 90 DAY PLAN

What process do you need to follow to achieve your goals?

The 7 step process is:

1. Create your “could do” list. This is a brain-dump of literally every idea you have. You add to the “could do” list with any ideas you have during the year.
2. This ensures that no idea is forgotten and frees up your time to focus on the key tasks to improve your business.
3. Each Quarter, take the “could do” list, and plan out your Quarter goals for the upcoming Quarter by creating your 3 Big Rocks.
4. These Big Rocks are broken down into monthly pebbles. These are the actions that you need to take to accomplish your Big Rocks.
5. The Pebbles are then broken down into Grains of Sand, with the one thing that you need to do that week. As long as you achieve this one thing, you are still on track to achieving your Big Rocks.
6. Then work with someone who holds you accountable as accountability is the secret sauce of success.
7. Actions are key. Rinse & repeat for further Quarters.



THE ORIGINAL STORY

A philosophy professor once stood before his class with a large empty jar. He filled the jar with large rocks and asked his students if the jar was full.

The students said that yes, the jar was full.

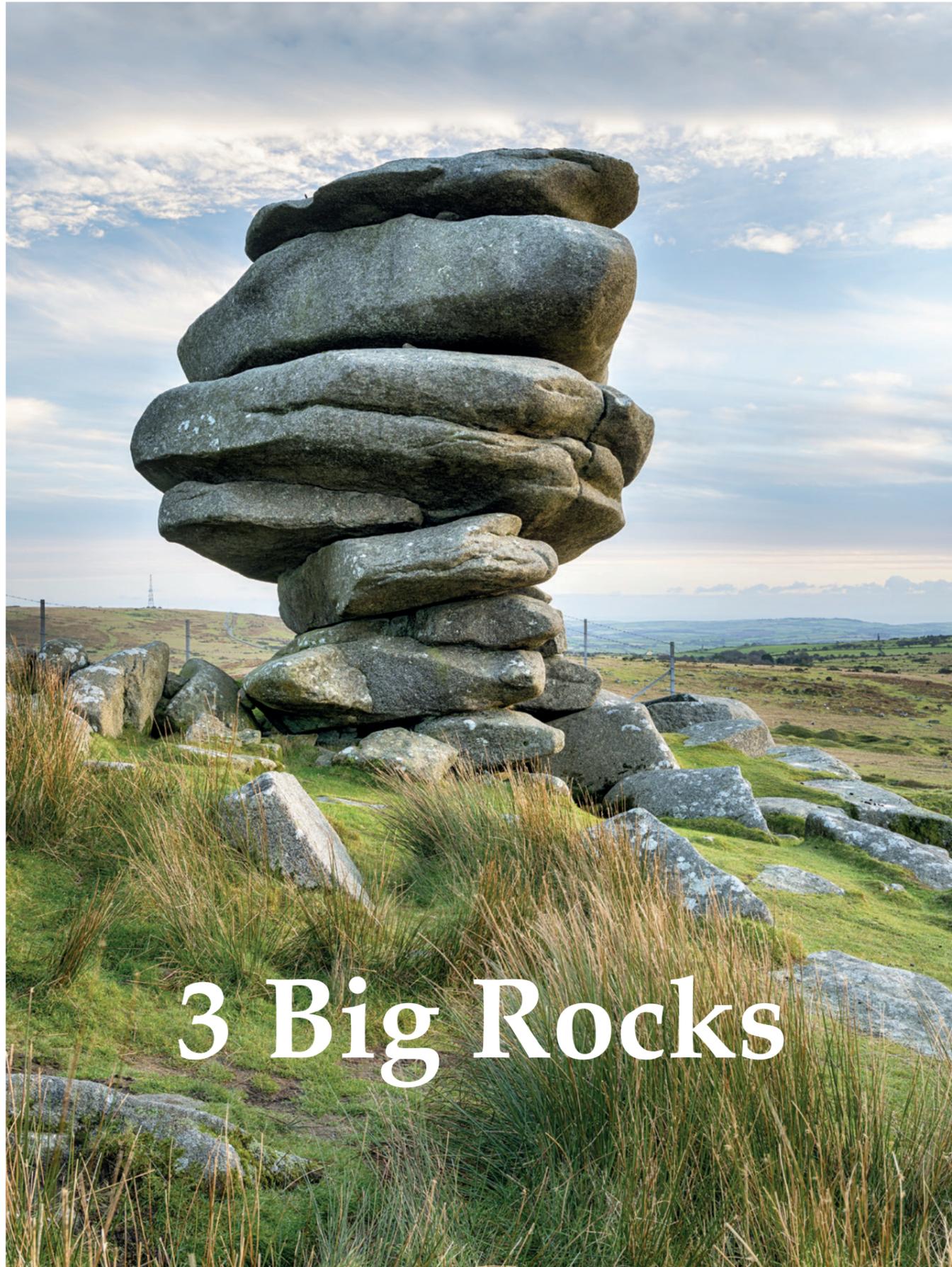
He then added pebbles to the jar and asked again, "Is the jar full now?"

The students agreed that the jar was indeed full.

The professor then poured grains of sand into the jar and asked again.

The students then agreed that the jar was finally full.

The professor went on to explain that the jar signifies one's life.



3 Big Rocks

Big Rock

1

Big Rock

2

Big Rock

3

