

*Note: You'll see that I exceeded the number of goals etc. — it's okay to go a little over but don't set so many that you can't track/work on them all.*

**Life motto or creed:**

Gratitude. Give. Grace.

**5 legacies I want to leave:** *(These don't change much for me, year over year)*

1. To start and end every day in gratitude for all that I've been given
2. Be loving, supportive and always present in all my roles
3. A giving and helpful teacher/coach in all that I do
4. To lift people up so they can see the best of themselves and what they're capable of
5. To create enough wealth that I can be generous and never a burden to Kelsey

**3 things I'm going to do in the coming year to contribute to those legacies:**

1. Continue my gratitude letters every week
2. Expand the podcast's reach by at least 25% more downloads
3. Whenever I am with someone — put my phone down and flipped over so I can totally concentrate on them/the conversation
4. No large (like real estate) purchases. Focus on paying down/off investment real estate. (Tangible goal — quarterly lump sum payments against real estate investment debt of at least \$10K)

**2016 mantra (3 words that define my priorities for the year):**

Last year was: Reinvent • Strengthen the core • Save

This year is: Healthy • Selective • Scalable

**3 SMART goals for my professional life:**

1. Hit or exceed the company's financial stretch goal by year end (see business plan for specifics)
2. Have 75% of MMG's revenue be retainer/contracted rather than project work
3. Increase AMI network membership by 10% by year end
4. Plan/launch the all AMI owner meeting for January 2017

**3 SMART goals for my personal life:**

1. Plan/go on a 10+ day summer vacation with Kelsey
2. Plan/go on a Spring Training trip with my dad
3. Increase my sleep to an average of over 6 hours/night
4. Drop one more pants size

**5 people I want to spend more time with to help me achieve my goals:**

1. Mitch Matthews
2. Adam Carroll
3. Sharon Toerek
4. Susan Baier
5. Myself (in scheduled quiet time for planning, thinking and re-charging)