

5 Steps  
to ROCK  
2015



**Evie Burke**

One Insight Closer, Inc.

So many of us get caught up in what needs to be done NOW or THIS week and don't take the time to step back and decide if these are the things that will move us toward our goals.

This exercise walks you through preparing for next year. The beauty of taking the time to do these steps means you're willing to take that step back and get present to where you want to be and how to get there.

### **Preparation:**

Take a couple minutes to be silent and breathe.

Just notice your breath.

Sometimes I like to mentally say "in" and "out" to give the voices in my head something to do (come on, you know you have them too!).

### **Step 1**

Once you've taken some time to quiet yourself ask these questions:

**What will 2015 bring?**

**What do I want 2015 to bring?**

**What am I hoping 2015 will bring?**

PS. It's okay if you answered the same way for some of these questions!

## **Step 2**

**Review your answers and pull out your top goals.**

---

---

---

**If I only accomplish ONE thing this year, what one thing would I find the most joy in or feel the most satisfaction about?**

---

### Step 3

**What support, guidance or training do I want or need to successfully accomplish that ONE thing?**

Quick note here, there probably isn't just \*one\* thing you need here - if there is, it's probably a larger thing you can break down a bit.

For example, if you wrote something like "work with someone who can help me grow my business to the next level" then think about how you might break it down a bit. Ask yourself what specifically do you need help with to grow your business?

And if you can't break it down, maybe the first thing is to get support or guidance to help determine what you need to do to grow your business to the next level.

### Step 4

**Who do I know that can offer that support, guidance or training?**

**OR who do I know that will know someone else that can offer that support, guidance or training?**

## Step 5

**Call or email the person you identified in step 4!**

Can't do that right now? Put it on your calendar!

I will contact \_\_\_\_\_ via \_\_\_\_\_ on \_\_\_\_\_ at \_\_\_\_\_  
name phone / email date time

## In Closing

Exercises like this are *great* when you take the steps to **do** the steps, even the ones that are uncomfortable, like calling or emailing someone.

Please don't assume that they can't or won't help you because of *{insert your reason here}*. The truth is, you don't know until you *ask*.

So, I encourage you to complete Step 5!

Of course, if one of your answers to Step 3 was around networking or staying in touch with people, then I'd love to have a Strategy Session with you!

I'm offering 50 complimentary Strategy Sessions before the end of the year (some have already been claimed!) and would love to talk with you and help you walk away with *valuable insights* and *practical next steps*.

These Strategy Sessions are for those who are ready to invest in themselves and take an honest look at their business relationships, networking activities and what they want for their future.

Just email me at [Evie@OneInsightCloser.com](mailto:Evie@OneInsightCloser.com) with the subject of "I'd like to claim my Strategy Session!"

## About Evie Burke

Evie works with solopreneurs who are intimidated by networking events or are networking without a lot of results. Most networking advice is written for extroverted males – Evie’s approach takes some of the great information that’s in there and helps her clients apply it to their business. So, her approach works well for introverts (like herself).

Now, for something different.

Five random facts about Evie:



1. If you’ve spent any significant amount of time with me, you’ve probably heard me say “there was a point to this story, I just don’t remember it” (sometimes I do remember it, other times my friends fill it in 😊).
2. I listen to *a lot* of podcasts. It’s not uncommon for me to remember a story and not remember who said it (although I do remember who the interviewer!).
3. My two favorite podcasts are Lewis Howe’s [School of Greatness](#) and Jonathon Fields’ [The Good Life Project](#).
4. I try to schedule coffee meetings on the same day, if it’s the same day as a networking event even better! This isn’t a productivity or time thing. If I don’t need to leave the house I’m going to throw my hair up into a pony tail, not wear my contacts and probably put on a pair of yoga pants.
5. I spend most Friday afternoons at my local Starbucks. If you want to learn more random things about me, join me there some afternoon – just email me for the details!