



YEAR END RAMP UP AND WRAP UP

Year End Ramp Up Wrap Up Power Multiplier

Five Power Questions About Your Membership to Consider for 2020:

1. Am I happy with my business?

What will I do about it?

2. Do I have a written plan to get more members in 2020?

3. What excited me most in 2019?

4. What zapped my energy in 2019?

5. In what areas do I need to be more organized?

***Three Power Questions About Your Personal Life
to Consider for 2020:***

1. Have I planned my vacation for 2020?

2. Have I been fully present for my family and loved ones?

3. Is there any bitterness I'm holding on to?

***Three Power Questions About Your Physical Well-being
to Consider for 2020:***

1. How much do I weigh?

Is that okay?

2. What's my exercise plan?

3. When is my next physical?

***Three Power Questions About Your Finances
to Consider for 2020:***

1. How much debt do I have?

2. How much debt does my business have?

3. Do I have a written plan to get out of debt?

***Five Power Questions About Personal Growth
to Consider for 2020:***

1. Do I have a reading goal?

2. What conferences will I attend?

3. What do I need to delegate?

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4. What do I need to stop doing?

5. What do I need to start doing?

Some Year End Reports!

- Profit/Loss Statement
- Monthly sales totals
- Your Retention Rate
- What are the drop off points in your membership?
- How many new members are you getting every month?
- How many members are canceling every month?
- What was your best month of 2019 and why?
- What was your worst month of 2019 and why?
- What was your best marketing campaign?
- What was your worst marketing campaign?
- How many members have failed billing?
- What are the names of every member?

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