

MY 12-MONTH FINANCIAL THERMOSTAT

Month 12

Month 11

Month 10

Month 9

Month 8

Month 7

Month 6

Month 5

Month 4

Month 3

Month 2

Month 1

Baseline

To make this thermostat work for you, ask yourself the following after each tier is reached:

- 1) "Did I hit my goal?"
- 2) "What activities CREATED my income or DROVE my revenues?"
- 3) "What activities DISTRACTED me from reaching my income projections?"
- 4) "What can I do this coming month to meet and exceed my next income milestone?"

Note: To get from, say, \$5,000 per month to \$15,000 per month, don't try to jump all at once. Instead, know the average amount you need to grow, and set incremental goals. (For example, to go from \$5,000 to \$15,000 per month in one year means adding about \$833 per month.) And don't assume a straight path, even though you may plot it out that way above. Chances are you'll be above goal one month and below it another. "Progress," not "perfection," is the ultimate goal here. ©