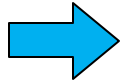




# 2010 Vision & Goals Planner

APPLICATION

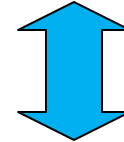
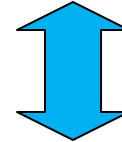
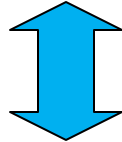



**Business Application** (Consider goals related to performance, improving capability, resources, new structures or processes, etc.)

**Personal Application** (Consider life areas such as knowledge, physical fitness, family, relationships, spiritual development, acquisitions (possessions), community service, new habits, etc.)

What is the most valuable, yet realistic outcome that you could experience in 2010?

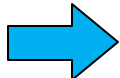

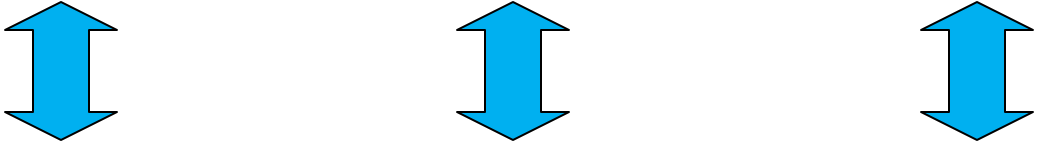
Improve the professionalism & consulting ability of our Sales team



|   |   |  |   |
|---|---|--|---|
| <b>What three goals do I need to achieve to make this desired outcome happen?</b> | Introduce this Vision & Goal at our 2010 Sales Conference                       | Ensure Sales Team is able to uncover more opportunities  | Set up on-line learning modules to reinforce Novalliance consulting method  |
| <b>What key actions must I take to achieve each goal?</b>                         | Prepare cohesive strategy & show value of this initiative to Sales team         | Contact Novalliance to discuss training our team on Customer Business processes  | Work with Novalliance to setup Web 2.0 site and build first e-Learning module   |
| <b>How will I know when I have completed the goal?</b>                            | Coherent plan will be done with a performance commission statement presentation | Sales team has completed Value Consulting Process™ training and regularly submit the "customer business process opportunities" document after key meetings | All Sales reps will have completed on-line course and attained passing score. On-line idea sharing community launched |
| <b>When do I want to complete the goal by?</b>                                    | Feb 15, 2010  | May 31 <sup>st</sup> , 2010  | July 15, 2010   |
| <b>How will I celebrate when the goal is achieved?</b>                            | Conference Wrap Up with Announcement of 2010 Awards                             | Post all new successes on our Web 2.0 site and encourage dialog and idea shows   | Award new engraved Cross Pens once course is passed   |



# 2010 Vision & Goals Planner

|  |   |
|--|---|
| <b>APPLICATION</b>  | <input type="checkbox"/> <b>Business Application</b> (Consider goals related to performance, improving capability, resources, new structures or processes, etc.)<br><input type="checkbox"/> <b>Personal Application</b> (Consider life areas such as knowledge, physical fitness, family, relationships, spiritual development, acquisitions (possessions), community service, new habits, etc.) |
| What is the most valuable, yet realistic outcome that you could experience in 2010?                  |   |
|                     |   |
| What three goals do I need to achieve to make this desired outcome happen?                           |   |
| What key actions must I take to achieve each goal?   |   |
| How will I know when I have completed the goal?  |   |
| When do I want to complete the goal by?  |   |
| How will I celebrate when the goal is achieved?  |   |