



INTRODUCTION

This “Business & Personal Yearly Performance Review & Report Card” is designed and constructed to be used in conjunction with the Idea Success Network’s “Business & Personal Yearly Performance Review & Report Card” programs. If used outside of these programs it may be under-valued and ineffectively applied. This tool serves you—the individual or team—by causing you to look back on key indicators and practices that can lead to success in your business and life. You then evaluate your actions, performance, and attitudes against them, determine what you want to change or build upon, and set goals and make commitments to follow-through with your wants and intentions in the year ahead.

The primary audiences for which this tool is developed are:

- Solo business owners, contractors, and other individuals who are directly responsible for their business success, and
- Organizational leaders – including corporate and non-profit decision-makers and high-level network marketing Directors / Managers with large downlines.

Your results will reveal concrete and specific areas where you can focus your time, energy, money, and resources to grow your business and enhance how you intentionally live day-to-day rather than chasing bright shiny objects and the next best solution to your challenges and operations.

Your results will also be the basis for your discovery consultation with an Idea Success Network-certified Idea Success Strategist[®], or consultant of your choice, to determine the support you need to move your business forward and achieve the results you indicate on this performance review that you want to achieve.

This tool is neither a predictor of nor guarantee for your success. It is, however, based on proven business and life success indicators and practices. It is compiled from world-reknown



resources such as local Business Journals; The Wall Street Journal; Forbes and Fortune magazines; Inc., Entrepreneur, and Fast Company magazines; and numerous online and offline business and self-improvement experts.

I give special acknowledgement for the concept of, and ideas for the content in this tool to:

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- ✿ Tasseo Russo. Business Coach & Messaging Maven. LevelUpSolutions.com.
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- ✿ Lisa Nichols. Motivating the Masses. MotivatingTheMasses.com
LinkedIn.com/in/2motivate

This is your assessment of your business for your progress and results. Be honest with yourself, proud of yourself, and stretch yourself to higher goals and greater accomplishments as a result. It's your business and life. You deserve to be as great as you can—and want—to be!

Sylvia Henderson

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PERFORMANCE REVIEW WHEEL

Instructions

For each category in the wheel, make a mark along the corresponding metered line that indicates where on the scale you see yourself professionally and personally **based on how you measure your success and results from the current / most-recent past year**. Then draw lines connecting points-to-points around the circle. Use one color marker to do so.

Using a different color marker, make a mark for each category on the wheel along the corresponding metered line that indicates **where on the scale you want / intend / plan to be for the new / current year**. Draw lines connecting points-to-points around the circle.

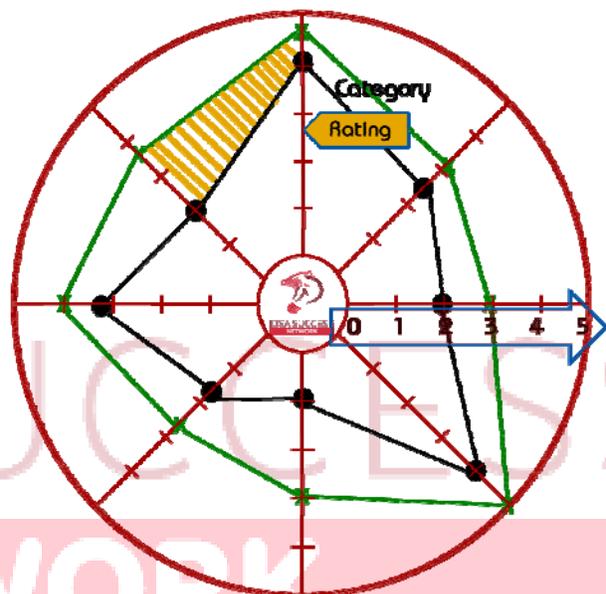
The gaps between the two sets of lines are indicators of where to focus your attention to set goals and strategize the actions you will take to bridge those gaps.

Rating Key

0-through-5 (from center to perimeter, respectively), where:

- 5 = Complete –or– performance and results are at the highest levels / 100% applies to me
- 0 = Did –or– will not perform / not applicable at all

- 5 Performed in this area at the highest level *and* got expected—or greater—results.
- 4 Performed in this area very well, got good results, yet could have done better.
- 3 Middling, so-so, average performance and results reflect “average”.
- 2 Took action, yet got very little-to-zero results.
- 1 Took little-to-zero action *and* got poor results.
- 0 Did not perform in this area at all –or– does not apply to me.





MY PERFORMANCE REVIEW WHEEL





PERFORMANCE CATEGORIES

1.	Business environment & future vision
2.	Back office – working on the business
3.	Financials
4.	Marketing and promotion
5.	Diversification – multiple streams of income (working in the business)

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6.	Leadership
7.	Professional development – expertise (KSAs)
8.	Personal focus – mental, emotional, spiritual, and physical

Action items:

- Register for the full “Business & Personal Yearly Performance Review & Report Card” and the “One-Page Plan for the New Year” programs at IdeaSuccessNetwork.com/contact.
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Celebrations:

