



PERSONAL SAMPLE

RESULT	STRATEGY	SYSTEM	CONTROL	OUTCOME
<p><i>RESULT is the GOAL you want to achieve; follow SMART Goal guidelines: Specific, Measurable, Achievable, Realistic, and Time-based</i></p>	<p><i>STRATEGY is the way or method you will use to achieve your RESULT; you can have multiple Strategies for each Result</i></p>	<p><i>SYSTEM is the process or steps you will follow to implement your strategy</i></p>	<p><i>CONTROL represents the checkpoints or Key Performance Indicators (KPIs) that you will use to regularly monitor and measure your progress</i></p>	<p><i>OUTCOMES are different from the RESULTS; they represent the other derived benefits or potential risks associated with achieving your result</i></p>
<p>WEIGHT 180# BY 12/31/2018</p>	<p>HEALTHY NUTRITION HABITS</p>	<ol style="list-style-type: none"> 1. REMOVE ALL JUNK FOOD BY 1/10/18 2. EAT FISH 4X/WK 3. EAT SALADS AND FRESH VEGGIES AT EACH MEAL 4. DRINK 8oz WATER EACH HOUR 5. REDUCE CAFFEINE (2 CUPS COFFEE/DAY) 	<ol style="list-style-type: none"> 1. WEEKLY SHOPPING LIST TO REDUCE IMPULSE PURCHASES 2. "BLUE APRON" TO IMPROVE WEEKLY MENU 	<ol style="list-style-type: none"> 1. IMPROVED CONFIDENCE 2. LESS RELIANCE ON MEDS 3. MORE ENERGY 4. (LIMITED ALCOHOL CONSUMPTION) 5. (INCREASED FOOD BUDGET)
	<p>CONSISTENT EXERCISE</p>	<ol style="list-style-type: none"> 1. WORKOUT 30-45 MIN DAILY 2. WALK 3X PER WEEK FOR 30+ MIN 3. PLAN OUTDOOR ACTIVITIES EACH WEEKEND 	<ol style="list-style-type: none"> 1. CREATE CALENDAR AND EXERCISE CHECKLIST 	<ol style="list-style-type: none"> 1. REDUCE POSSIBILITY OF INJURIES 2. MORE ENERGY 3. IMPROVED MEMORY AND COGNITIVE FUNCTIONS
	<p>MONITOR HEALTH</p>	<ol style="list-style-type: none"> 1. MONITOR BLOOD SUGAR DAILY 2. MEDS/VITAMINS DAILY 3. REGULARLY-SCHEDULED DR APPOINTMENTS 	<ol style="list-style-type: none"> 1. WRITTEN RECORD OF DAILY BLOOD SUGAR 2. DAILY PILL BOX TO ENSURE CONSISTENT DOSES/VITAMINS 3. APPOINTMENTS EVERY 6 MONTHS 	<ol style="list-style-type: none"> 1. IMPROVE OVERALL HEALTH 2.



iB4e Coaching

BUSINESS SAMPLE

RESULT	STRATEGY	SYSTEM	CONTROL	OUTCOME
<i>RESULT is the GOAL you want to achieve; follow SMART Goal guidelines: Specific, Measurable, Achievable, Realistic, and Time-based</i>	<i>STRATEGY is the way or method you will use to achieve your RESULT; you can have multiple Strategies for each Result</i>	<i>SYSTEM is the process or steps you will follow to implement your strategy</i>	<i>CONTROL represents the checkpoints or Key Performance Indicators (KPIs) that you will use to regularly monitor and measure your progress</i>	<i>OUTCOMES are different from the RESULTS; they represent the other derived benefits or potential risks (shown in parenthesis) associated with achieving your result</i>
INCREASE NET PROFIT BY \$200K BY 12/31/2018	INCREASE PRICES ON ALL PRODUCTS AND SERVICES BY 5-10%	1. PRODUCT A +10% BY 2/28 2. PRODUCT B +7% BY 4/15 3. PRODUCT C +10% BY 7/4 4. PRODUCT D +5% BY 10/30	1. WEEKLY SALES REPORT 2. MONTHLY INCOME STATEMENT	1. IMPROVED CASH FLOW 2. (REDUCED SALES VOLUME) 3. (LOSS OF CUSTOMERS)