



Worksheet

Sales: Goal achievement and success planning

Obstacle planning: The key to your success

Obstacle Planning is an exercise you can use to understand the potential roadblocks in your way. It's how you choose your strategy to get from point A to point B.

What you'll need - a revenue or impact goal you want to work towards and a time frame.

How to use the sheet Read through the steps below and make notes on what comes up for you when you spend time thinking about your goal and all the obstacles you can imagine on the way to getting it.

Allow around 30 minutes to an hour for this exercise. The more detail you can give, the clearer your plan and your next steps.

The outcome will be a simple, clear plan to take action on right away.

Here are the 5 steps to reaching any new goal in your business

1. Vision. Decide what that goal looks like and how you'll know if you've got there? How will you measure it and know it's done?
2. Impact. Understanding the impact of the achievement. What will be different and why?
3. Commitment and Decision to act on it towards your goal.
4. **Obstacle planning. Use this worksheet to plan out your steps**
5. Implementation. Getting into action to create your goals



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My goal is _____ By (insert date) _____

Now, plan for all the obstacles that could get in your way on the path to getting to this result.

Think about taking the next step towards your result. What does the version of you that already has the result do. What was that first step?

List 10 things standing in your way to getting the result. What can you foresee as a problem or block? These can be mindset challenges, skills, knowledge, resources, people, systems etc.

1.

2.

3.

4.

5.

6.

7.

8.

9.

Write a list of solutions for each point. What could you do/who could you hire? What new skill or knowledge will you need (and who has it now?) The more specific the better.



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Final thoughts

You will leave with at least 10 actionable things you can start to do on your way to your goal.

Each one will add skills, knowledge, insight or resources that help you create the new revenue or impact goal.

Reach Out

If you're stuck, please head to the Meg Roundell Greene Sales Coaching page in the Trusted Supplier Directory and I can help.