



WELCOME

DECEMBER COACHING CALL

Winner drawn at the end of the call

- QBR and End of Year Survey
- Ugly Sweater
- Best (Worst) Christmas Joke



Learning Lab



Limitless
Book Set

FOR TODAY'S QUESTIONS

[slido.com](https://www.slido.com), [#GoodVibes](https://twitter.com/GoodVibes)

on your phone or second screen





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LIMITLESS COACHING CALL

December 12, 2022



SUCCESS Spotlights

Jed Levene



Michelle Glass



CLIENT WIN

\$7M in new AUM in 2022

15% more \$ than last year
AUM is up \$1M despite market

MINDSET WIN

Big Why" & "I'm worth it!

All wins due to mindset!
Awareness & new stories
Changed EVERYTHING

LIMITLESS LIFE WIN

NO MORE WEEKENDS!

"I totally shook the snow globe..."
Act on it and it WORKS!

VALUE WIN

Surge Meetings & 1-Page Plans

Up-leveled my game
with appointments

MARKETING WIN

Billboards & Hot Sauce

Hired a Practice Manager who
Frees me to be Above the Line



NUGGETS OF Wisdom



LIMITLESS

"Find a way to keep your goals, work, and progress in front of you all the time."



"Once you start paying attention to your thoughts and harness them for good, everything changes."





BIG IDEA:

Write a Thank You Letter to your Year!

- ✓ Extract Lessons
- ✓ Win or Learn
- ✓ Cultivate Awareness
- ✓ Gratitude Increases Happiness



Extracting lessons from the year ensures you never fail, instead you either win or learn

December 7, 2020 by Stephanie Rogan  [in](#) [t](#) [f](#) [p](#) [u](#)

This was far from a typical year, so it's fitting this not be a typical post. This *last column* of 2020 is as much about my learning as yours.

I'm just back from my annual 'Reflection Retreat,' three days of solitude during which I rested, recharged and reflected on 2020. Before finalizing plans for the coming year, I want to squeeze all the learning from this one. Otherwise, all misses are sunk costs. Taking time to extract your lessons from the year has real ROI because it ensures that you never fail, you either win or you learn.

[More: [Year in review: Pandemic edition](#)]

In this last column of a daunting year, I'm sharing the exercise I used to capstone this year — I wrote a thank you letter to 2020. It may sound silly, but I assure you it can produce striking insights.

You begin by listing out every person and situation that challenged you this year. When candid, this can take a few pages. Next, go down the list giving serious thought to what you learned from each item, only moving to the next item once you've noted all the learnings for which you can be genuinely grateful.

Once done, you write out 'Dear 2020, this year I'm grateful for...' and you write out a letter thanking the year for each of the valuable lessons you learned and how it will help you experience greater success and satisfaction in the year ahead.

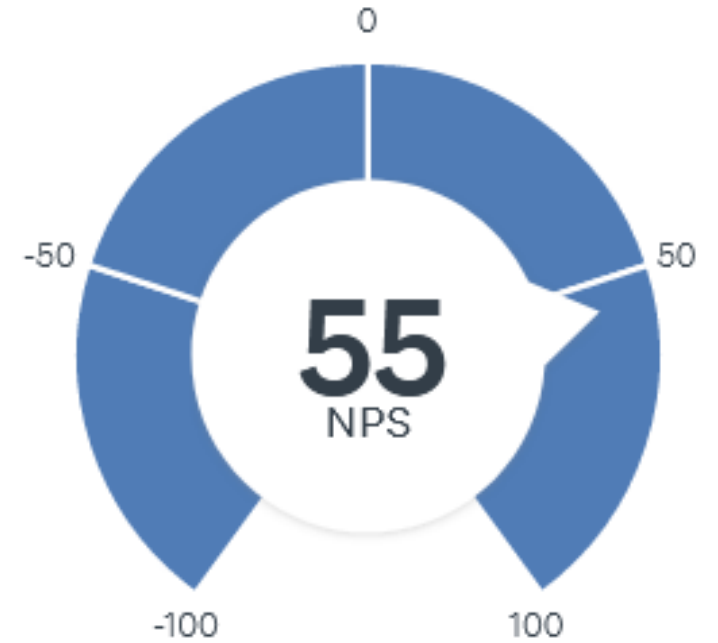
You conclude the letter with "In 2021, I'll reap the full return from these lessons by..." and list how you intend to use the learning and what actions you will take as a result in 2021.

For the macho among you, [Joeko Willink](#) is a massive fan of gratitude journaling. For the philosophical and the profit seekers, [Harvard happiness researcher Shawn Achor](#) notes working from a positive state increases productivity 31%, boosts sales 37% and improves every other business outcome measured.



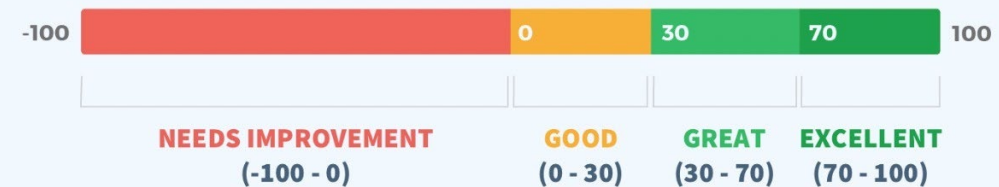
Survey Results & Winners....

- Great NPS scores (thank you!)
- #1 Challenge: A clear roadmap (overwhelm)
- *What did we learn?*



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What is a good NPS score?





LIMITLESS Q&A