Top Practices Goal Setting and Business Development Workshop

**Session #1: Understanding “why” you have your career and what can keep you from losing focus and commitment for your cherished goals**

Answer these essential questions:

**1.** What is the purpose of my career? Why do you go to work everyday?

**2.** What do YOU get out of it?

**3.** What do you THINK you should get out of it?

**4.** Is there a difference in those two answers? If yes, why do you think there is?

**5.** What needs to change in order to reconcile these differences?

**6.** What are you going to do to make that happen?

**7.** What tools will you use to make that happen?

**8.** What people will help you make that happen? Why should they care?

**9.** How will you “see” if you get off track?

**10.** How will you get back on track?

Suggested Summer Reading: Simon Sinek: “Start with Why”