

Sample 12 Week Plans

12 week year

Sample Agent's Goals and Plan

Goal: Close \$100,000 in new business
Last 10 lbs.

Goal: Close \$100,000 in new business

Task	Due
20 up to grade representative team of 10/10/10 daily to close within next 12 weeks	week 1
Call a list of 1 prospects per week to schedule meetings and schedule a list of 10/10/10	week 10
Conduct a minimum of 2 initial appointments per week	week 10
Follow up with prospects weekly to close	week 10
Create sales tracking graph for my week & update weekly	week 10
Review weekly and determine if changes are needed to plan	week 10

Goal: Last 10 lbs.

Task	Due
Join a health club	week 1
Limit calorie intake to 1,200 or less/day	week 10
Do 30 minutes of cardio 3 times/week	week 10
Track with weights 3 times/week	week 10
Drink at least 8 glasses of water each day	week 10

12 WEEK YEAR

OCTOBER 1, 2008 - DECEMBER 31, 2008
GOALS AND ACTION PLAN FOR OCTOBER 10, 2008

Week 2 Plan for Tom

Save \$40,000 in Q3

- Take 2 clients to breakfast/lunch each week
- Call 10 past clients and ask for a referral
- Send out 5 hand written notes each week
- Develop letter to promote selling home
- Target a neighborhood and send 10 letters
- Call 10 home owners to discuss opportunity
- Conduct Open House at least 1 time
- Post on social media today

Weight 185 lbs.

- Take sugar foods daily
- Drink fluid water daily on 10/10/10 app
- Workout 3 times
- Drink 8-10 water each day
- Weight in every Mon at 7 am

12 week year

Bill Preston's Goals and Plan

Goal: Achieve and produce of \$100,000
Close 10/10/10 within 1 year ahead

Task	Due	Begin to	End to	Completed
Review with Andrew 12 Week Plan	Week 1	Week 1	Week 12	
Meet with all new up 10/10/10 weekly and review 10/10/10 & results	Week 10	Week 1	Week 12	
Conduct weekly meeting review with all 10/10/10	Week 10	Week 1	Week 12	
Conduct 1 hour weekly appointments each week with new up 10/10/10	Week 10	Week 1	Week 12	
Follow up with individual production and progress 10/10/10 weekly	Week 10	Week 1	Week 12	

Goal: Complete 10/10/10 and lose 10 new customers

Task	Due	Begin to	End to	Completed
Meet with 2 10/10/10 each week - 10/10/10 production introduction	Week 10	Week 1	Week 12	
Develop 10/10/10 meeting review and update weekly	Week 10	Week 1	Week 12	
Post 10/10/10 review 10/10/10 review each week and update	Week 10	Week 1	Week 12	
Meet with 1 10/10/10 per week for marketing materials - 10/10/10	Week 10	Week 1	Week 12	
Weekly 10/10/10 10/10/10 per week 10/10/10 personal observation	Week 10	Week 1	Week 12	
Schedule 1 hour 10/10/10 per week, 10/10/10 10/10/10	Week 10	Week 1	Week 12	

12 Week Year Study Guide

**Charles J. Lockwood, Thomas
Moore, Joshua Copel, Robert M
Silver, Robert Resnik, Judette
Louis, Lorraine Dugoff**

12 Week Year Study Guide:

The 12 Week Year Field Guide Brian P. Moran, Michael Lennington, 2018-09-18 Update your thinking and avoid complacency with the 12 week year Are you ready to change your life This hands on template for implementing advice from the game changing book The 12 Week Year is a study guide that makes it easy for anyone to apply the 12 week year to their own lives Instead of getting bogged down in annualized thinking that produces pitfalls and saps productivity follow along with this guide to redefine your year to be just 12 weeks long By doing so you ll avoid complacency begin to focus on what matters most create better clarity and develop a sense of urgency so that now is always the right time to act Applicable to business growth career goals and life in general the 12 week plan will help you improve in any or every area By closing the knowing doing gap you ll discover how to execute on what you already know and greatly expand the boundaries of your capabilities Learn to Create your personal and business visions with step by step tips Develop your own 12 week plan by applying what you know to what you do Put over 10 years of field tested content exercises and templates to work for you Build a 12 week commitment and apply the system to your own life and business Take back your life improve your thinking and advance your business or career by implementing real world hands on methods in The 12 Week Year Study Guide

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The 12 Week Year Brian P. Moran, Michael Lennington, 2013-05-15 The guide to shortening your execution cycle down from one year to twelve weeks Most organizations and individuals work in the context of annual goals

and plans a twelve month execution cycle Instead The 12 Week Year avoids the pitfalls and low productivity of annualized thinking This book redefines your year to be 12 weeks long In 12 weeks there just isn't enough time to get complacent and urgency increases and intensifies The 12 Week Year creates focus and clarity on what matters most and a sense of urgency to do it now In the end more of the important stuff gets done and the impact on results is profound Explains how to leverage the power of a 12 week year to drive improved results in any area of your life Offers a how to book for both individuals and organizations seeking to improve their execution effectiveness Authors are leading experts on execution and implementation Turn your organization's idea of a year on its head and speed your journey to success *NBPTS Study Guide 2025-2026*

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