



Re-Flect, Re-Set and Re-New Vs Living In **THE GAP**



What's The Gap and Why's It Important To Understand It?

Katy and I work with a lot of successful Recruitment Business Owners and Directors and one of the things we notice is that even when they're achieving great results, they never seem to be able to feel really truly happy and enjoy their achievements.

And that's because they are driven people and they're always trying to get better at what they do....

But, the problem with this is because they're always focused on driving towards the future, they never stop to enjoy the journey and always feel like they've never quite achieved, they're never quite there... and generally feel un-satisfied.

There's a great book called "Learning How To Avoid The Gap" by Dan Sullivan who owns and operates a great business called Strategic Coach that helps entrepreneurs.

What Dan Sullivan says in his book is that you can't have the horizon.

The horizon is the place where the land and the sky connect. It's that vision of the future that we have as business owners have that we are continually driving towards.

The problem is that the horizon is a mental construct, it not real....

It's a bit like the pot of gold at the end of the rainbow - you can't ever reach it, because it doesn't exist. The frustrating thing for a recruitment business owner or anyone that has any sort of drive is that we're always looking towards this ideal that exists way out in the future - and as soon as we appear to be reaching it, it moves ahead of us again.

So we're left feeling that we haven't quite made it...and for those of you that have experienced this, you know it can leave you feeling unfulfilled, never quite good enough and de-motivated.

Let me give you an example:

One of our client's Tom set himself a target of £1m GP and hit £900k (which, was still a huge increase on what he achieved the year before...). Tom was still disappointed with himself even though he had significantly over achieved, because all he focused on was the GAP of what he hadn't achieved...

Or Marcus, who achieved his £1m target, but the next thing he said was:

"Well we could have done so much more than that if we'd have done X, Y and Z..."

They were both focused and living in the gap... and that is not a helpful or healthy place to be...

So How Can You Change This?

It's quite simple. It's just a matter of stepping back and recognising where you were and where you are now in relationship to the horizon.

Because when we look at where we were and where we are now, we can enjoy that we've made progress, and celebrate how far we have come. Properly joy the journey!



To do this, every year Katy and I like to close the year by answering a set of questions that reflect on our past year – both personally and professionally. This gives us really valuable insights and learnings from my experiences, as it helps take emotional, professional, personal reflections, in order to step more confidently into the new year with renewed energy and focus.

Taking time to properly reflect on what's worked and also what hasn't worked gives you an opportunity to release any frustration, overwhelm or sadness and offers you the opportunity make a change, to re-orient yourself and to conjure a new aspect of yourself and your life into being.

Below you will find the questions to answer. I find it's useful to find a nice quiet space, grab a hot drink (or a glass of wine) and spend a little time in deep thought and intent as you write your answers in short phrase or a few words.

Katy and I have done this exercise for several years now and it is always interesting to read over what we struggled with three years ago, but don't anymore. As well as to get clarity on what I really want to create in the coming year.

I hope you find this tool really helpful. Enjoy and here's to an amazing 2020!!

Nicky & Katy

RE-FLECT, RE-SET, RE-NEW....

YOUR REFLECTIONS

There are always golden insights and learnings to be had from our past experiences and this exercise will help you uncover some real gems and get clarity on what's been working, what's not been working, what you want and what you want to say good bye to...



PART 1:

Personal Life

Business Life

What one word sums up your year?

What were your 3 biggest successes / achievements in 2019?

- 1.
 - 2.
 - 3.
-

What did you do this year that you have never done before?

How are you different now than you were 12 months ago?

What single achievement are you MOST proud of?

Personal Life

Business Life

What was the smartest decision you made this year?

What new skills or knowledge have you acquired?

What didn't go well?

What do you need to let go of or forgive yourself for that's hanging over from this year?

What do you wish you had done more of?

What do you wish you had done less of?

Personal Life

Business Life

What have you learned about yourself this year?

What sucked up your time this year?

What / who has had a positive influence on you?

What / who held you back or lowered your energy?

How have you contributed or given back this year?

PART 2:

Proactively Creating Your Own Reality

You are the creator of your own experience. There is nothing that you cannot be, do, or have. If you dream it, feel it as if it were happening now, then you can create it. Your imagination is the key to manifesting the life you desire. What you imagine will become your belief. Take some time to dream, to imagine how you'd love things to be. How would you love to spend your time? Where would you like to spend it, & with whom?

What do you want? What would you love to create in the next 12 months?

What specifically would you like to have experienced by this time next year?

How will you know you've got it? What will you see, hear & feel when you have it?

What's your theme for this year?

What do you want more of?

What do you want less of?

What would you want if you knew you couldn't fail?

What would you want if you knew it was OK to fail?

What would you want if you were guaranteed to get it?

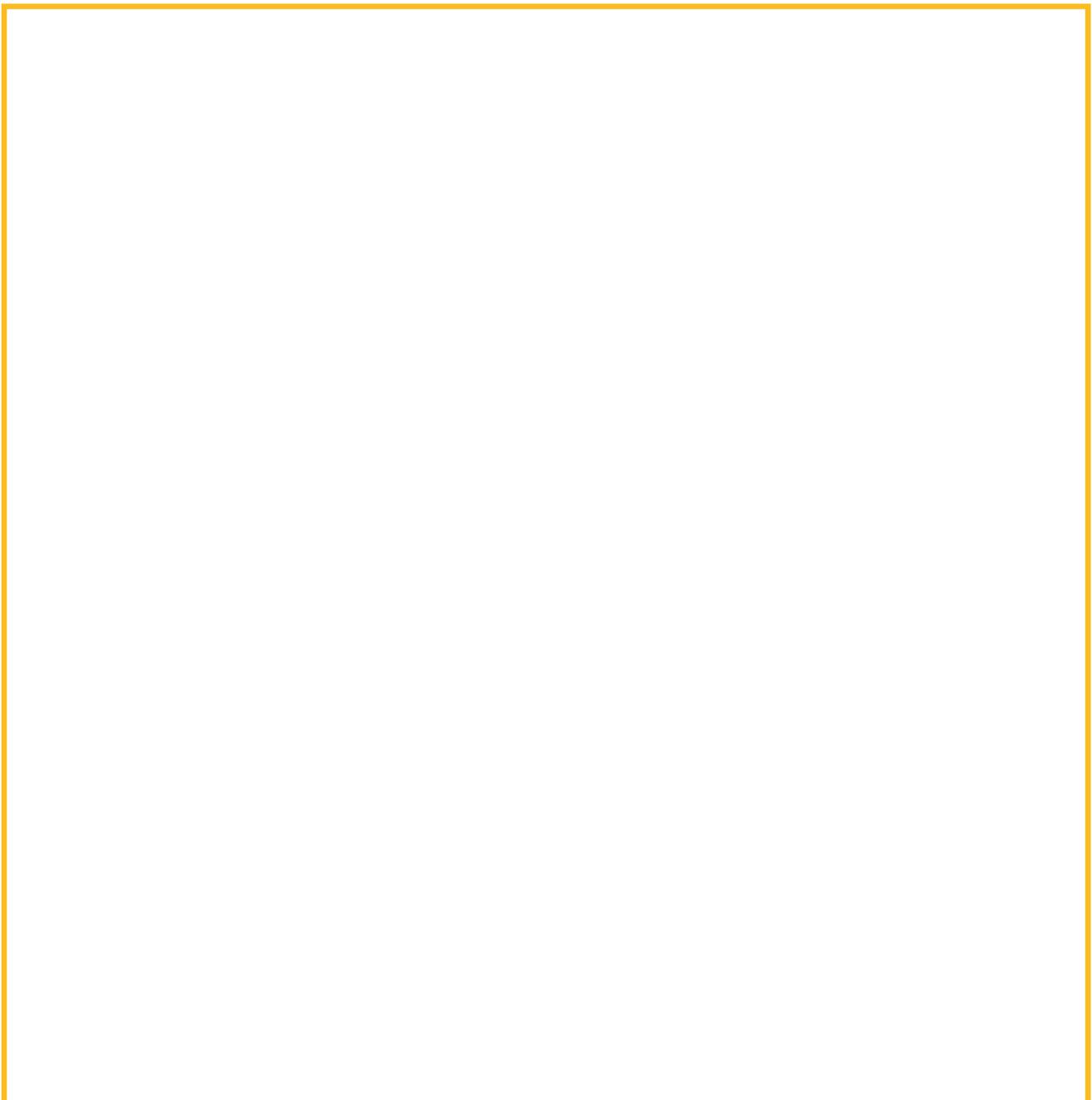
Here's one of my favourite questions, the Miracle Question.... It's great if you've been telling yourself that you don't know what you want, but...

“If there were a miracle tonight, & when you woke up tomorrow, everything was exactly as you want it to be, how would you know a miracle had occurred? What would you see, what would you hear, what would you feel, what would you believe, what would you experience that would let you know a miracle had taken place?”

PART 3:

Your One-Year Vision

Imagine your life one year from today. What has to have happened – both personally and professionally for you to feel happy with your progress? Write as though you have already accomplished this.



THREE MOST IMPORTANT GOALS IN 2020:

1



2



3

