



### This Week is About...

looking back to what we've learned together during the program and setting our intentions for how we want to move forward from here.

### Why it Matters

Your values and preferences are like a compass pointed north. Choosing to make small changes and practicing new ways of responding will create a bigger impact and is key to creating lasting change for yourself and the people in your life. Focusing on one degree shifts will move us forward and motivate us to stay the course.

### During Your Team Meeting

*\*Remind everyone to bring their completed Going Forward Worksheet (Make a few copies as well)*

#### STEP 1. Get the discussion started

- ? What does our dealership have going for it?
- ? What makes our team great?
- ? How have we grown as a team?
- ? What's a goal you wrote down on the worksheet? *(Look over the worksheet and ask your team if they would like to share anything they wrote down from any of the questions.)*
- ? What's your one word motivation reminder from the worksheet?
- ? How are we going to hold each other accountable to the goals and activities we said we wanted to work on personally next year?

#### STEP 2. Going forward as a team

- ? What topics have been useful to you? What have you applied?
- ? Out of all the lessons, which ones do you think were most impactful for our team?
- ? How did we benefit from regularly focusing on our development?
- ? Is this something you would like to continue doing?
- ? How do we do that? How do we keep the momentum going?

**PUTTING IT ALL TOGETHER** PERSONAL CHALLENGE

Find a quiet place and take 5 to 10 minutes to think about and answer the following questions:

- Three words that describe my past year:
- My Top Three Values: refer back to your My Values worksheet
- One word that will be my motivation reminder for the next year:
- My Trifecta for the Year Ahead
  - A. I'll achieve these three goals:
  - B. I will do these three things every morning:
  - C. I'll focus on my health with these three activities:
  - D. I will explore these three skills this year:
  - E. I will connect with my loved ones in these three ways:
  - F. I'll feel these three emotions when I achieve my three goals:

### Session Wrap-up Prompts

- Thank your team for taking this seriously and being committed to improving themselves and your dealership. How do we hold each other accountable to making that adjustment?
- Share something positive that you have observed about how the team has worked together during this program and during the weekly meetings.