

PROCUREMENT TALK, S8 E1

PLANNING FOR THE NEW YEAR

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Welcome to Procurement Talk and this is your host David Byrne. Procurement Talk is for procurement and business professionals, where we provide insights and solutions to your procurement challenges.

Hello and welcome to Procurement Talk. This is your host, David Byrne.

It's great to be back for another year. Hard to believe this is Series 8 for Procurement Talk. So yes, our eighth series and we're really excited about the year we have planned for you.

But to kick it off, we want to talk about planning for the new year. And today, we're talking about starting the new year strong. The beginning of a new year is a perfect time to take stock, to reflect on what worked in the previous year and what didn't. Before diving into new goals, it's worth pausing to reflect. And that's really what this model is about. Reflect, refocus and reset.

But firstly, the reflect. It's just you've got to look back to the year that has been and ask yourself, so what were you most proud of? And what were the lessons that you can build on? And are there changes you would like to make? Most of us just had a break from the office. But I hope you come back with some renewed energy and a new mindset to start the new year.

Let's talk about setting goals for the new year. Once you've reflected on the last year, it's time to reset. What would you like to achieve this year? Think about what is important to you right now. It might be the time to add things into the coming year, but it also could be the time to remove some things. And you think about all those aspects of your life - work, play, home, because they all affect each other.

Some aspects to consider might include your physical well-being, including your health, your fitness, and your self-care. These are really important - your mental health, your job satisfaction and your relationships, whether or not those relationships are with your colleagues at work, and your clients and also at home.

Personal growth is another one. Maybe take up learning new things or personal development activities. Can you or should you make changes to your finances? And are you allowing enough time in your week for recreation, which contributes to relaxation and enjoyment in life? And all these aspects of your life, are you managing your time effectively and finding the right balance? Are there home and work habits that you could improve on? Give yourself a score out of 10 on each one of these that would help you and see things improve clearly. I just want to recap on them, so they're really important. Whether or not it's your physical well-being, your mental, your job satisfaction, your relationships, your personal growth, your finances, recreation and managing your time. Remember, give yourself a score out of 10 for each one of these, and that's part of setting those goals for the new year.

Before you start to introduce some changes, allow your time for planning and prioritisation. I love to sit in a room quietly by myself and get my thoughts together, so I'm really clear. You need that time. You need to spend some time in your calendar, and it might be necessary just to go somewhere or go somewhere new or just sit in your favourite chair. Give yourself the time.

Whatever your goals are, make sure they are realistic and attainable, and work towards them gradually. Slowly but surely often wins the race. It doesn't have to all happen in the first quarter.

By the way, two changes I made for myself was to work on being organised and knowing my priorities. These two improvements have been so beneficial in most aspects of my life. These were goals I worked towards early in my career, and I'm so glad I did.

And to introduce any changes, have a continuous improvement mindset. There's always room to refine, streamline, and evolve, and to consider where you want your path to lead in the months in the year ahead.

A great way to keep that momentum going is to schedule a mid-year reflection point - a 2026 health check review. Review your progress, update your priorities, and celebrate all the little wins along the way because it's really important to celebrate those wins.

We all know life can get pretty tough at times. So as we step into the new year, let's carry forward those three key ideas:

Reflect on lessons, what worked and what didn't.

Refocus on priorities, align your goals to living your life as well as you can at work, at play and at home, and

Reset your goals. Stay proactive and keep improving. A fresh year is the perfect time to commit to that mission.

I hope this has given you some ideas to help you set yourself up for success in the year ahead. And I wish you all the very best with your planning. It's a really important process and it's something that you should really throw all your heart and soul into you.

Thanks very much for listening to Procurement Talk. If you found today's episode really useful, share it with your colleagues or we would love to hear from you on our LinkedIn profile.

So all the very best and bye for now.

This concludes this episode of Procurement Talk. Thank you for listening.

Procurement Talk is brought to you by David Byrne and BWD Consulting. We're helping organisations transform procurement. Talk to you again soon. Bye for now.