

THE COMPLETE GUIDE & WORKBOOK

# QUIT YOUR 9-5 JOB THIS YEAR







## QUIT YOUR 9-5

First things first, write out the notice you'll hand to your boss on the day you finally quit your 9-5 job, and write today's date somewhere on the page. Trust me, your future self will thank you... The feeling you'll get when looking back on this on the day you hand your notice in will be unmatched.

# Getting Started

Fill out the following pages to lay the foundation for your action plan. First, we tackle some maths and calculations, so grab a calculator!

**What is your current salary or what is a salary you can comfortably and realistically survive on?**

**What is the bare minimum salary you can survive on? Use the space below to calculate it. Consider all essential expenses.**

**Use the space below to calculate how much you'll need to generate in revenue in order to pay yourself this salary. You should incorporate business expenses, taxes, etc.**

*TARGET REVENUE:*



# *Hold on! I need to tell you something...*

This is the stage in which most people begin to panic. They begin thinking "oh my gosh, that's such a high target revenue... I could never achieve that!"

Let me quickly interrupt that intrusive thought before it makes you want to give up before you even start.

I actually had this exact same intrusive thought back in 2021. It was in between lockdowns, and I hated my job, but had just purchased a house by myself. Quitting my job to start a business sounded absolutely insane on face value, but I couldn't shake the feeling that it was what I was meant to do.

I sat down with a paper and pen and began calculating some numbers to see if it was realistic to quit my job and start a business with just the savings in the bank, and a dream.

30 minutes later, I had the realisation that it was completely unattainable and I'd never be able to afford to do that.

2 months went by and I'd had a particularly terrible week at work, and i just thought no. It's time to make this happen. So I handed in my notice.

4 more months went by and I was busy creating, networking and building out my service offering ready to launch to market.

I worked out that to replace my \$85k accountant's salary, all I needed to earn was \$7k a month, which is \$327 of profit per day (in a 5-day work week).

Within the space of 6 months, I went from quitting my 9-5, to completely replacing my salary, all while still building the business.

It was as a simple result of hard work and dedication, as well as a lot of trial and error. However knowing the numbers made the process a lot less nerve-wracking than it would've otherwise been.

So, I hope you can take this story as proof that the things that currently seem impossible don't have to be impossible if you make the choice to set your heart on it. I believe in you. *Please have faith in yourself.*

You've got this!

Kate and the Valkyrie Team xx



*Remember where you  
want to be and do  
what it takes to get  
you there.*





**Work out how much revenue you'll need to generate a month on avg.**

*Calculation: Target Revenue divided by 12.*

ANSWER [FIGURE 1]:

**Find your average order value to calculate avg. monthly sales needed.**

*Calculation: Figure 1 divided by your average order value.*

ANSWER [FIGURE 2]:

**Work out the avg. number of website visitors you'll need.**

*Calculation: (Figure 2 x 100) / 3*

ANSWER [FIGURE 3]:



**Work out how much revenue you'll need to generate a month on avg.**

Calculation: Target Revenue divided by 12.

$$\begin{aligned}\text{Target Revenue} &= \$70,000 \\ \$70,000 / 12\end{aligned}$$

ANSWER [FIGURE 1]: **\$5,833**

**Find your average order value to calculate avg. monthly sales needed.**

Calculation: Figure 1 divided by your average order value.

$$\begin{aligned}\text{Avg. Order Value} &= \$20 \\ \$5,833 / \$20 &= 291\end{aligned}$$

ANSWER [FIGURE 2]: **291 sales**

**Work out the avg. number of website visitors you'll need.**

Calculation: (Figure 2 x 100) / 3

$$\begin{aligned}291 \times 100 &= 29,100 \\ 29,100 / 3 &= 9,700\end{aligned}$$

ANSWER [FIGURE 3]: **9,700**

# Creating An Action Plan

Fab! Now we can begin thinking about how we'll actually attain these goals.

So, to hit your target revenue goal, you have three options:

01. Work toward hitting your target visitor goal (figure 3). There are a number of ways in which you can do this, which we'll work through shortly.

02. Increase your average order value. Doing this will decrease the amount of visitors required each month.

03. Similarly, increasing your conversion rate will decrease the amount of visitors required each month.

***The smartest option would be to tackle all three options! But, consider what you want to work on first.***



HIT TARGET VISITOR GOAL [FIGURE 3]

INCREASE AVG. ORDER VALUE

INCREASE CONVERSION RATE

**Use the space below to plan what you'll work on 1st, 2nd and 3rd.**

# Maintaining Motivation & Belief

Use the spaces below to write out 8 powerful and motivating affirmations you can repeat to yourself every day. This isn't an easy process, and reminding yourself of your self-belief is vital.

1

2

3

4

5

6

7

8





The only person you  
are destined to become is  
the person you decide to be.





# *Increase Your Average Order Value*

## **1. Bundle Products Together:**

One of the most effective ways to increase the average order value is by bundling related products together and offering them at a slightly reduced rate. For instance, if you sell skincare products, bundle a moisturiser, serum, and cleanser together. Customers perceive bundled deals as getting more for less. Even if they hadn't planned on buying a serum, seeing it bundled may entice them to spend more.

## **2. Leverage the Power of Upselling:**

Instead of letting customers settle for a base model or a smaller size, highlight the benefits of the more premium option. Say you sell gourmet coffee beans. If a customer is looking at a 250g bag, gently nudge them towards the 500g bag by emphasising the value they get in terms of cost per gram.

## **3. Offer Limited-Time Promotions:**

Use scarcity to your advantage. Limited-time offers on specific products can create a sense of urgency. Perhaps offer a special discount if they purchase above a certain value. For example, "Spend \$100 and get an exclusive product for just \$10".

## **4. Use Threshold Offers:**

Provide an incentive for customers to reach a certain purchase value. This could be "Free shipping for orders over \$50" or "Get a free tote bag for orders above \$75". When customers are close to the threshold, they are more likely to add something to their cart to avail the offer.

## **5. Introduce Loyalty Programs:**

Rewarding repeat customers can directly increase your AOV. When customers know they'll receive points or cash back for every purchase, they might decide to add one or two more items to their cart. These rewards can later be redeemed, ensuring the customer returns.

## **6. Personalise the Shopping Experience:**

Use analytics and AI to understand the shopping habits of your visitors. Offer personalised product recommendations based on what they've viewed or added to their cart. "Customers who bought this also bought..." sections can guide them towards higher-value products.

## **7. Offer Complementary Products:**

If a customer is buying a moisturiser, offer them a special price on a serum or cleanser. The key is to make the additional product relevant and at a value that appears too good to pass up.

## **8. Showcase Bestsellers & Top-rated Items:**

Highlighting what others are buying can act as social proof and push customers to consider more products. For instance, if you have a bestselling skincare product that many are pairing with another, showcase them together.

## **9. Implement Volume Discounts:**

For products that can be bought in multiples, offer volume discounts. If a customer is buying two t-shirts, offer them a deal on buying a third. The reduced price on the third might just push them to spend more.

## **10. Introduce Gift Cards:**

Promote the sale of gift cards. They not only increase the immediate AOV but often when the gift card is redeemed, the order value is often more than the gift card amount. It's a win-win.

## **11. Dynamic Pricing:**

Consider using dynamic pricing strategies, where prices adjust based on demand, seasonality, or customer behaviour. Offering exclusive prices for returning customers or those who've abandoned their carts can help increase AOV.



## **12. Pre-order Specials:**

If you have a new product launching, offer pre-order specials. Customers are more inclined to spend more if they feel they are getting early access or exclusive deals before everyone else.

## **13. Offer a Subscription Model:**

For consumable products or services, consider offering them on a subscription basis. If you sell gourmet teas, for example, a monthly subscription box where customers receive different teas can increase the AOV significantly. They get variety, and you get consistent sales.

## **14. Provide Financing Options e.g. Klarna:**

By partnering with financing platforms, you can offer your customers the option to make purchases now and pay in instalments. This can increase the likelihood of them buying more expensive products. Keep an eye on those fees though – they can sting if you're not prepared for them.

## **15. Focus on Packaging and Presentation:**

Sometimes, it's all about the unboxing experience. If you offer exclusive packaging or a memorable unboxing experience for a slightly higher price, many customers will be willing to pay extra for that. Better packaging means you can raise those prices.

## **16. Customer Reviews and Testimonials:**

Encourage and display customer reviews, especially for higher-priced items. When potential buyers see others vouching for the value of a more expensive product, they are more likely to justify the purchase for themselves.

## **17. Cross-Sell Email Marketing Automations:**

After somebody has checked out on your website, ensure you have an email automation set up so they receive an email promoting complimentary products. "Next" do this well; when you checkout, they show more products you may like based on your purchase and offer you 30 mins to checkout again and get free shipping.

## **18. Live Chat Support:**

A live chat feature can provide immediate answers to customer queries. If a customer is contemplating between two products, a quick chat could upsell them to the pricier option if they feel it suits their needs better.

### 19. Exclusive Members-Only Products:

Offer certain products or variations only for members or repeat customers. This exclusivity can push customers to purchase more to be part of the 'elite club'.

### 20. Offer Seasonal or Themed Limited-Edition Products:

Limited editions, especially around holidays or themes, can drive up AOV as they're often perceived as collectibles.



# *Increase Your Average Order Value*

**What are 5 things you'll do to increase your avg. order value this year?**

01

02

03

04

05

Extra Notes



# Increase Your Average Order Value

Use the space below to break down one of the five tasks you’ve given yourself. Break it down into smaller, manageable steps.

Task No.1

Smaller Task	Duration	✓

# Increase Your Average Order Value

Use the space below to break down one of the five tasks you’ve given yourself. Break it down into smaller, manageable steps.

Task No.2

Smaller Task	Duration	✓

# Increase Your Average Order Value

Use the space below to break down one of the five tasks you’ve given yourself. Break it down into smaller, manageable steps.

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# Increase Your Average Order Value

Use the space below to break down one of the five tasks you’ve given yourself. Break it down into smaller, manageable steps.

Task No.4

Smaller Task	Duration	✓


# Increase Your Average Order Value

Use the space below to break down one of the five tasks you’ve given yourself. Break it down into smaller, manageable steps.

Task No.5

Smaller Task	Duration	✓





the difference  
between success  
and failure often  
comes down to  
one word:

determination





# *Increase Your Conversion Rate*

## **1. Embrace A/B Testing:**

An effective way to increase conversion rates is through A/B testing, where two versions of a webpage are compared to see which performs better. For instance, you might test two different CTA (Call to Action) buttons to see which one attracts more clicks. Over time, you'll develop a keen sense of what resonates with your audience.

## **2. Streamline the Checkout Process:**

A complex checkout process can deter potential buyers. Ensure that your checkout is as simple and efficient as possible, with minimal steps and clear instructions. Offer multiple payment methods, like PayPal, credit cards, and Apple Pay, to cater to varying customer preferences.

## **3. Use High-Quality Imagery:**

Visual appeal cannot be overemphasised. Ensure product images are crisp, high-resolution, and offer multiple angles. If possible, integrate a zoom-in feature, and show the product being used in real-life scenarios, giving potential buyers a better understanding of its size, texture, and utility.

## **4. Offer Real-Time Chat Support:**

Having a chat feature where customers can instantly get answers can significantly boost conversions. Customers appreciate the immediacy, and addressing their concerns in real-time can be the deciding factor in making a purchase. Alternatively, set up an AI-backed chat bot; apps like Tidio allow you to do this.

## **5. Implement Trust Signals:**

Incorporate reviews, testimonials, and trust badges (e.g., SSL certificates, money-back guarantees). A study might show that a product with 50+ reviews can increase conversion by a specific percentage, illustrating the weight customers place on peer feedback.

## **6. Simplify Navigation:**

Ensure that your website navigation is intuitive. Group related products, use clear category names, and have an efficient search function. If customers can find what they're looking for quickly, they're more likely to make a purchase.

## **7. Create Urgency and Scarcity:**

"Only 2 left in stock" or "Sale ends in 1 hour" are tactics that can propel users to act immediately. The fear of missing out (FOMO) can be a powerful motivator.

## **8. Mobile Optimisation:**

With a significant portion of users shopping on mobile devices, ensure your website is mobile-responsive. A site that loads quickly and offers seamless navigation on mobile can considerably boost conversions.

## **9. Offer Free Delivery:**

If feasible, provide free delivery for orders over a certain amount, say, £50. Or, integrate a feature that tells customers, "Spend £10 more to qualify for free delivery." Many users will add another item to their basket to bypass shipping fees.

## **10. Address Cart Abandonment:**

Send out reminder emails to users who've left items in their cart. Consider offering a small discount or incentive to nudge them to complete their purchase.

## **11. Leverage Social Proof:**

Highlighting products as "Best Sellers" or showcasing user-generated content, such as customer photos, can offer validation for potential buyers.

## **12. Use Video Demonstrations:**

For complex or unique products, a video demonstrating its use can significantly enhance understanding and foster confidence in the purchase.

## **13. Transparent Pricing:**

Avoid hidden fees at all costs. If a customer reaches the checkout and suddenly finds added VAT or other unexpected costs, they might abandon the purchase. Be upfront about all costs from the start.

## **14. Personalise the Shopping Experience:**

Using cookies and user accounts, tailor the shopping experience to individual users. Show them products related to their browsing history or offer discounts on items they've looked at but haven't purchased.

## **15. Offer a Guest Checkout Option:**

While capturing user information is valuable, forcing users to create an account can deter some from finalising their purchase. Always offer a guest checkout option.

## **16. Leverage Retargeting Strategies:**

Use online ad retargeting to remind potential customers of products they've viewed. This keeps your products top-of-mind and can draw them back to your website.

## **17. Highlight Guarantees and Return Policies:**

A clear, fair return policy can tip the balance for hesitant shoppers. If they know they can return a product without hassle, they're more likely to take the plunge.

## **18. Use Exit-Intent Popups:**

When a user is about to leave your site, an exit-intent popup can present them with a special offer or remind them of items in their cart, potentially reclaiming a lost sale.

## **19. Enhance Site Speed:**

A delay of even a few seconds in page loading can lead to significant drop-offs. Regularly monitor your site speed and optimise accordingly, ensuring images are compressed and unnecessary plugins are removed.



**20. Offer Multiple Contact Points:**

Aside from live chat, ensure customers can easily reach you through email, phone, or even social media. The more available and responsive you are, the more trust you build.

**21. Highlight Value Propositions:**

Why should a customer buy from you and not a competitor? Whether it's superior quality, unmatched customer service, or an extended warranty, make sure these value propositions are clearly visible.

**22. Use User Generated Content:**

79% of consumers agree that user generated content impacts their final purchasing decision.

**23. Optimise "Searchability":**

People may abandon the site if they have a difficult time finding a product they're wanting. Use apps and plug-ins to optimise your website's search feature.

**24. Stay Updated with Trends:**

Ensure that your website and product offerings remain current. Regularly update product listings, descriptions, and images. A fresh and trendy site is more appealing and instils confidence in the brand.

**25. Optimise Product Descriptions:**

While keeping SEO in mind, write product descriptions that are both informative and enticing. Highlight benefits, not just features, painting a picture of how the product can enhance the user's life.

# *Increase Your Conversion Rate*

**What are 5 things you'll do to increase your conversion rate this year?**

01

02

03

04

05

Extra Notes

# Increase Your Conversion Rate

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Task No.1

Smaller Task	Duration	✓

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Task No.4

Smaller Task	Duration	✓

# Increase Your Conversion Rate

**Use the space below to break down one of the five tasks you've given yourself. Break it down into smaller, manageable steps.**

Task No.5

Smaller Task	Duration	✓



only you  
can change  
your life





# *Increasing Your Traffic*

## **1. Implement Advanced SEO Tactics:**

While basic SEO is a must, going a step further can make all the difference. Delve into topic clusters instead of just standalone keywords. If you're selling moisturisers, create content around skincare routines, benefits of hydration, and link these articles together. Google appreciates a well-structured site, rewarding you with higher visibility.

## **2. Use Long-Tail Keywords:**

While high-volume keywords are attractive, long-tail keywords often bring in more specific and motivated traffic. Tools like Google Keyword Planner and Ubersuggest can assist in uncovering these gems. For instance, instead of "women's shoes," target "women's waterproof hiking boots."

## **3. Collaborate with Influencers:**

Identify influencers in your niche and collaborate with them for product reviews or giveaways. An endorsement from a trusted figure can drive their audience to your website.

## **4. Write Guest Posts:**

By contributing to industry-relevant blogs or websites, you can tap into their audience. Ensure your bio includes a catchy call-to-action and a link back to your site.

## **5. Optimise for Voice Search:**

With the rise of smart speakers, voice search is growing. Ensure your website and blog content answers questions people might ask, like "What's the best moisturiser for sensitive skin?"

## **6. Run Targeted Paid Ads:**

Platforms like Google Ads or Facebook Ads allow for hyper-targeted campaigns. With detailed demographic targeting, you can ensure your ads are seen by those most likely to be interested in your products.

## **7. Start an Affiliate Programme:**

Reward bloggers or influencers who bring traffic and sales to your site with a commission. It's a win-win as they have an incentive to promote your products.

## **8. Leverage Video Content:**

Platforms like YouTube are goldmines for traffic. Create product demos, how-to guides, or behind-the-scenes looks, always ensuring your website is prominently linked.

## **9. Get Featured in Listicles:**

Whether it's "Top 10 ways to DIY your skincare" or "5 top tips to preserve your wedding flowers," find blogs or websites that curate product lists. Reach out and pitch your product for inclusion. Such lists often get shared widely, increasing the chance of potential customers discovering you.

## **10. Optimise Page Loading Speeds:**

If your site is slow, even if visitors click on it, they might bounce off before it loads (if it takes 3+ seconds to load). Tools like Google's PageSpeed Insights can offer specific solutions to speed issues.

## **11. Start a Referral Programme:**

Encourage your current customers to refer friends to your website. Maybe offer them a discount for each successful referral.

## **12. Dive into Retargeting:**

Ever browsed a product and then seen ads for it everywhere? That's retargeting. By using pixel data, you can show ads to people who've previously visited your site, nudging them to return.

## **13. Build Quality Backlinks:**

Engage in genuine outreach to get your products or content featured on renowned websites. Backlinks from high-authority sites boost your website's trustworthiness in Google's eyes.

#### **14. Curate Blog Content:**

An engaging, informative blog can be a magnet for traffic. Regularly publish posts that resonate with your audience – from how-to guides to industry news. Use SEO best practices and interlink articles for better navigation.

#### **15. Email Marketing:**

While not new, email marketing, when done right, can drive significant traffic. Segment your audience and tailor your messages. For instance, if someone abandoned a cart with a moisturiser in it, send them an email about the benefits of that specific product.

#### **16. Feature in Local Press:**

If your product has a local angle, get featured in local newspapers or magazines. A human interest story or a feature can drive a local audience to your website.

#### **17. Partner with Complementary Businesses:**

If you sell skincare, partner with a candle business for mutual “self care” promotion. It's a way to tap into a relevant audience without direct competition.

#### **18. Capitalise on Giveaways and Contests:**

Hosting contests or giveaways is a fantastic way to stimulate interest and drive traffic. Use eye-catching visuals and clear rules to entice participation. Promote the event across all your platforms, urging participants to visit your website for entries.

#### **19. Implement Schema Markups:**

These are snippets of code that tell search engines what your data means, not just what it says. For example, let them know that “£100” is the price of a product. It can enhance the way your page displays in SERPs, potentially driving more clicks.

#### **20. Create Shareable Content:**

Whether it's a compelling infographic, a funny video, or a detailed guide, if people share it, you're gaining free traffic. Always include social sharing buttons on your content pages.

**21. Join Online Communities:**

Engage in forums or groups related to your industry. Answer questions on platforms like Quora or Reddit, always ensuring your website is linked in your bio, but avoid blatant self-promotion.

**22. Offer Exclusive Deals:**

Time-bound offers or exclusive deals for first-time visitors can draw in crowds. Promote these heavily on social media and through email campaigns.

**23. Regularly Update Content:**

Whether it's a product listing or a blog post, regularly updated content ranks better on search engines. Revisit and refresh your content every few months.

**24. Pinterest Potential:**

Use keyword-rich descriptions and categories to enhance discoverability. Engage with group boards. Also, utilise rich pins to give users real-time info like pricing and stock availability.

**15. Embrace User-Generated Content:**

Encourage users to share photos of them using your product. This not only provides you with free content but also boosts your brand's credibility and gets you in front of new eyeballs.



# *Increasing Your Traffic*

**What are 5 things you'll do to increase your traffic this year?**

01

02

03

04

05

Extra Notes

# Increasing Your Traffic

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Task No.5

Smaller Task	Duration	✓

press forward.  
do not stop.





# Advice for Setting Monthly Targets

The psychology of motivation is something I've been fascinated by for quite some time now, so I frequently find myself researching this topic and learning as much about it as possible.

In a very condensed and short format, we feel motivated when our reward pathway is stimulated. Things that stimulate this pathway in our brain include ticking things off a to do list, achieving a goal, etc. So, when you set yourself unrealistic goals, you're setting yourself up for failure. If you aim far too high and consequently don't accomplish them, you'll begin to lose motivation which only causes a further decline in accomplishments.

So with that in mind, here are a few pointers to keep in mind when setting your goals:

01. Things take time to work. If you set up email automations today, you won't make \$1 million tomorrow. In fact, you may not even see the expected result after a month. This is why we A/B test things.

*- A/B testing in business is a method where you compare two versions (A and B) of something to see which one performs better. Think of it as a "Which do you like better?" test for your audience.*

02. You probably won't go from 0 to 100 in the first month. For 99% of people, your results will increase over time. So don't expect yourself to achieve the same in January (month 1) as you will in December (month 12).

03. You're human and you weren't designed to perfectly grow month after month. Unless you're a robot, you're going to have some months that don't go as planned and that's okay. Don't be hard on yourself. Dust yourself off, pick yourself back up, and keep going.

04. Take the real world into consideration. Do you suffer from seasonal depression and therefore find it harder to work through winter months? Do you have children and therefore have less time to work through the summer holidays? Take all personal circumstances into account.



# Setting Monthly Targets

Grab a calculator and use the space below to calculate your monthly targets.

**How many sales do you need per month in order to quit your 9-5 job? (Figure 2, on page 5).**

**Calculate the median of figure 2.**

*Calculation: Figure 2 divided by 2.*

ANSWER [FIGURE 4]:

**Calculate the lower quartile of figure 2.**

*Calculation: Figure 2 divided by 4.*

ANSWER [FIGURE 5]:

**Calculate the upper quartile of figure 2.**

*Calculation: Figure 4 multiplied by 3.*

*ANSWER [FIGURE 6]:*

# Advice for Setting Monthly Targets

As I said before, it's important to know that you won't go from 0 to 100 in month one, but rather, grow steadily as the year goes on.

So, in light of setting yourself realistic targets, I've asked you to calculate the lower and upper quartile of your sales target so we can do this.

## **For Example**

Let's say I needed to be generating 1,000 sales per month to replace my 9-5 job. I'm not going to achieve that in January, so I would instead set my target for January around the lower quartile.

Monthly Sales Target = 1,000 sales.

Lower Quartile = 250 sales.

Median = 500 sales.

Upper Quartile = 750 sales.

My monthly targets would look a little bit like this...

January = 200 sales.

February = 250 sales.

March = 300 sales.

April = 400 sales.

May = 500 sales.

June = 550 sales.

July = 400 sales

August = 400 sales.

September = 550 sales.

October = 750 sales.

November = 1,000 sales.

December = 1,000 sales (*knowing people often don't shop as much from 24th - 31st Dec, meaning I have less time to generate sales, despite it being the busiest time of year*).

# Setting Monthly Targets

**Use the space below to set your targets for each month.**

Month	Target	Result
January		
February		
March		
April		
May		
June		
July		
August		
September		
October		
November		
December		

# January

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
TUE					
WED					
THU					
FRI					
SAT					
SUN					



# January

TIME	MON	TUE	WED	THU	FRI	SAT	SUN
06:00							
07:00							
08:00							
09:00							
10:00							
11:00							
12:00							
13:00							
14:00							
15:00							
16:00							
17:00							
18:00							
19:00							
20:00							
21:00							
22:00							
23:00							

# January

TIME	MON	TUE	WED	THU	FRI	SAT	SUN
06:00							
07:00							
08:00							
09:00							
10:00							
11:00							
12:00							
13:00							
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16:00							
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19:00							
20:00							
21:00							
22:00							
23:00							

# January

TIME	MON	TUE	WED	THU	FRI	SAT	SUN
06:00							
07:00							
08:00							
09:00							
10:00							
11:00							
12:00							
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20:00							
21:00							
22:00							
23:00							

# January

TIME	MON	TUE	WED	THU	FRI	SAT	SUN
06:00							
07:00							
08:00							
09:00							
10:00							
11:00							
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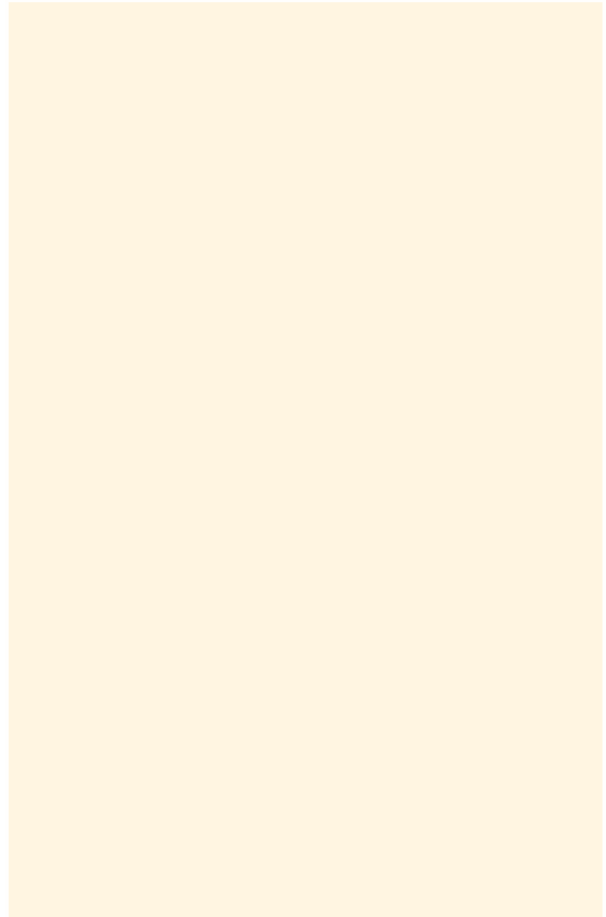
# End of Month Reflection

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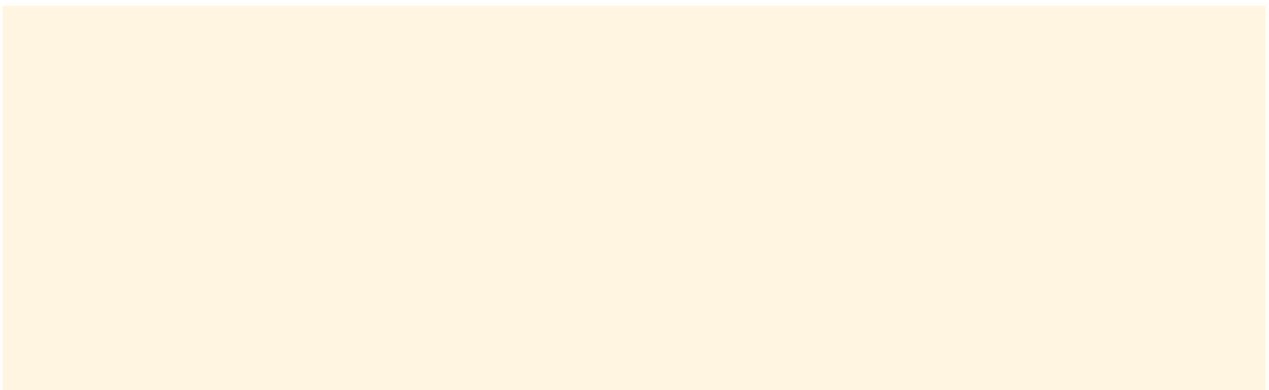
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**





# February

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
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# February

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# February


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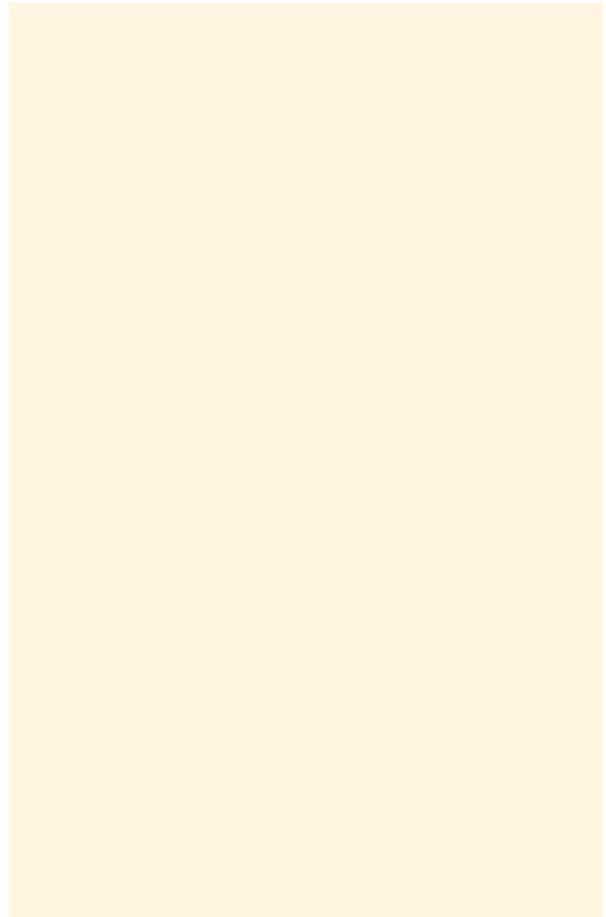
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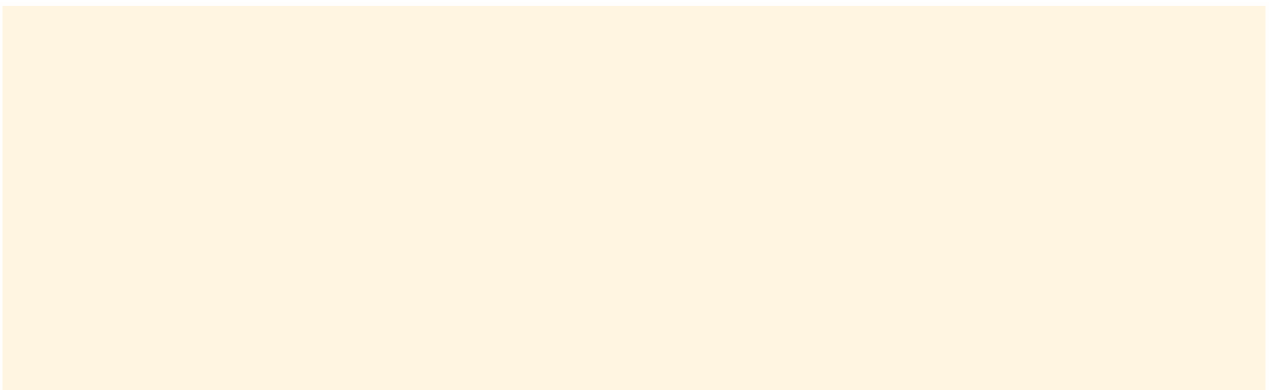
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# March

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
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# March

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# March

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# March


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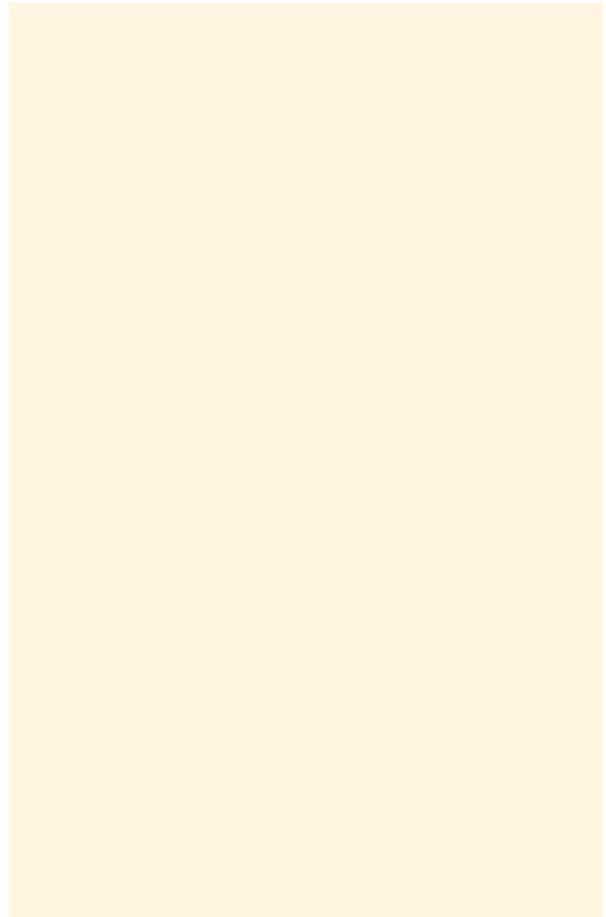
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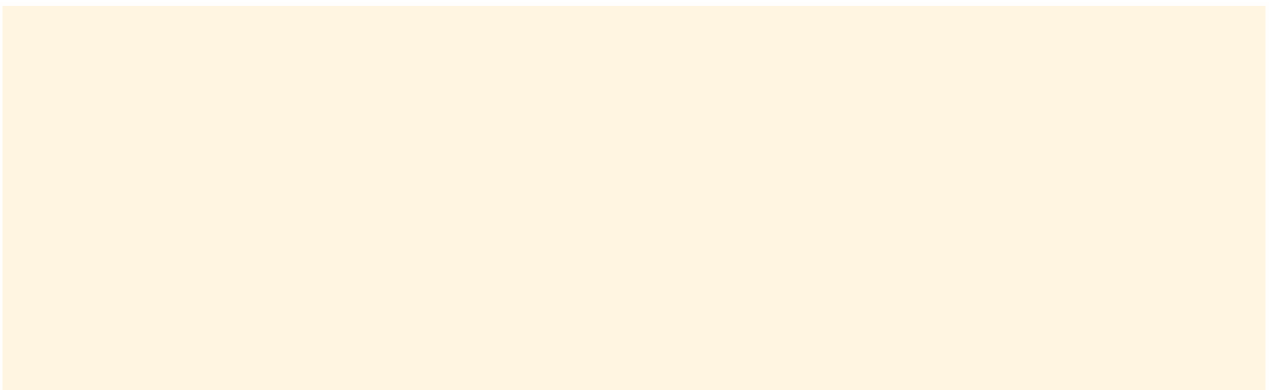
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# April

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
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# April

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# April

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# April

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# April


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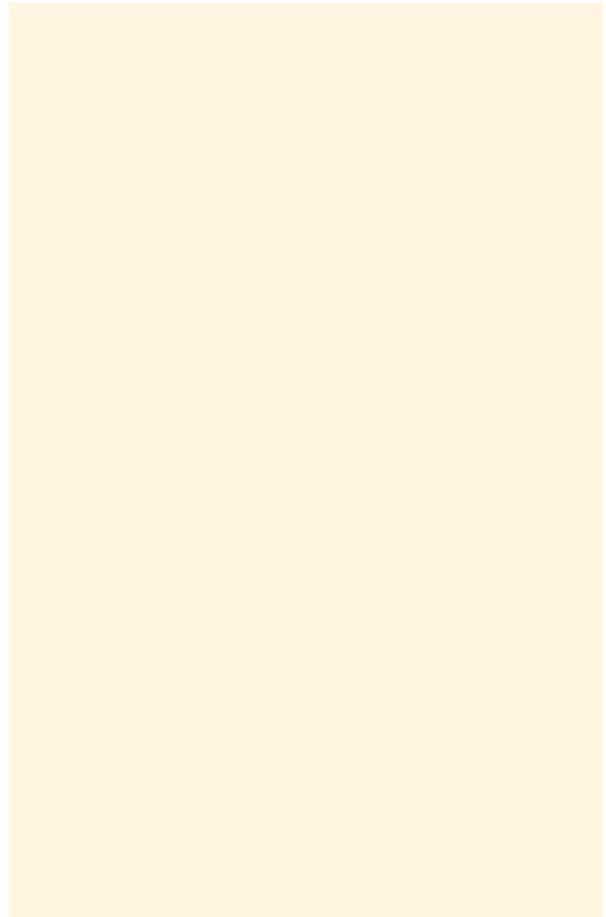
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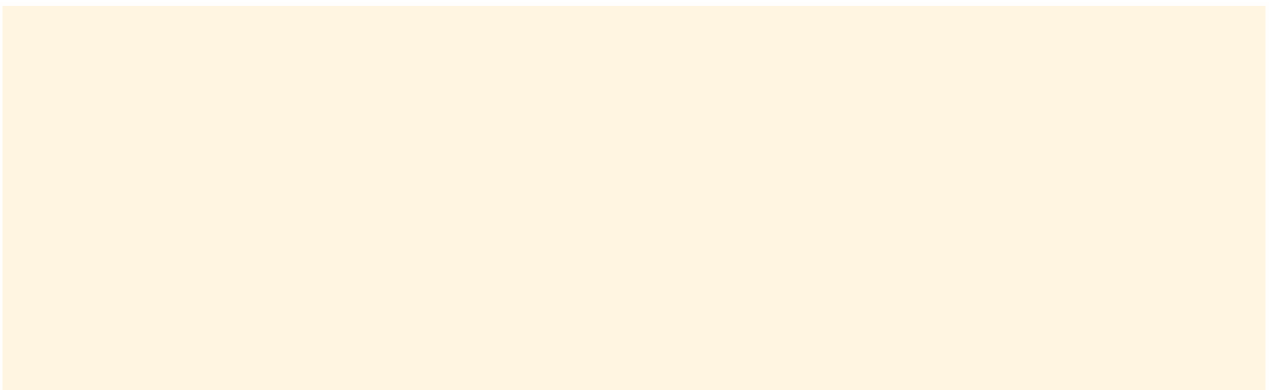
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# May

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
TUE					
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# May

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# May

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# May

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# May


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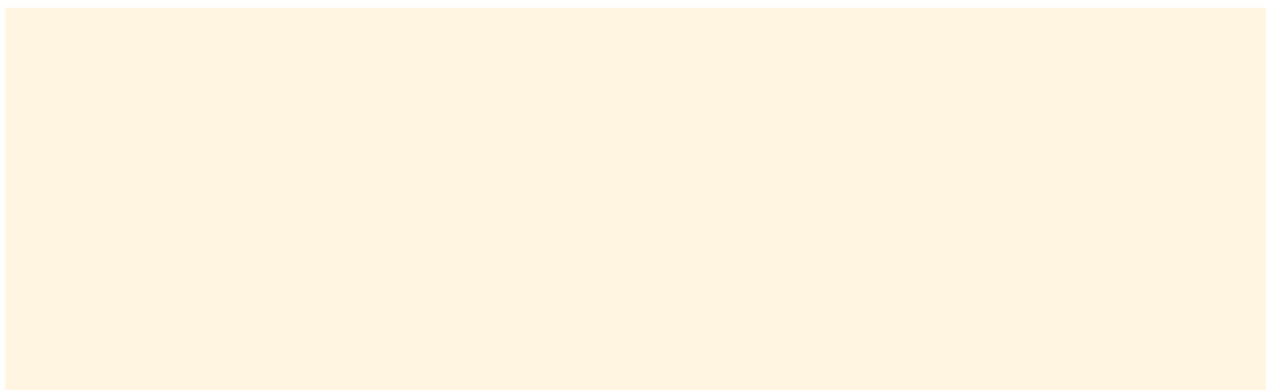
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# June

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
TUE					
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# June

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# June

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# June

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# June


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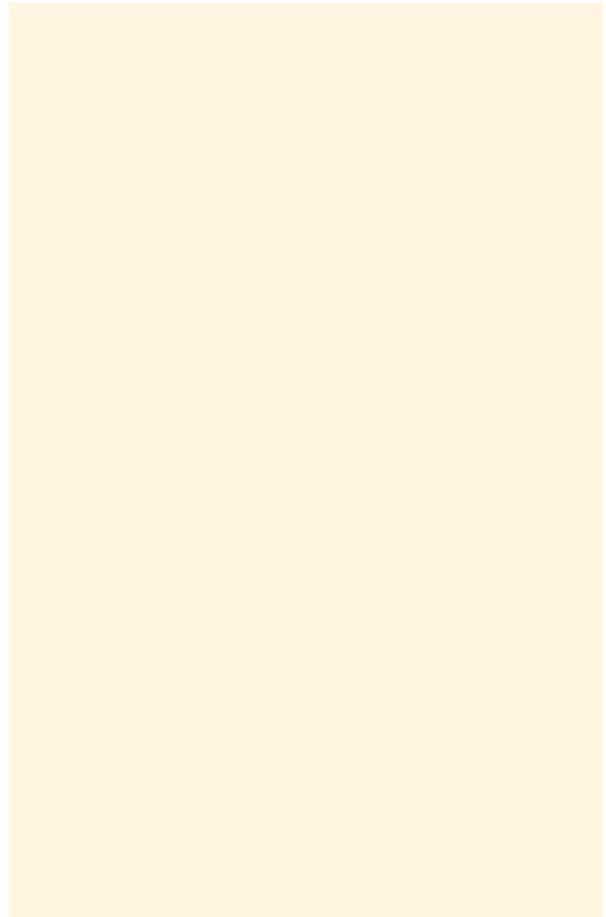
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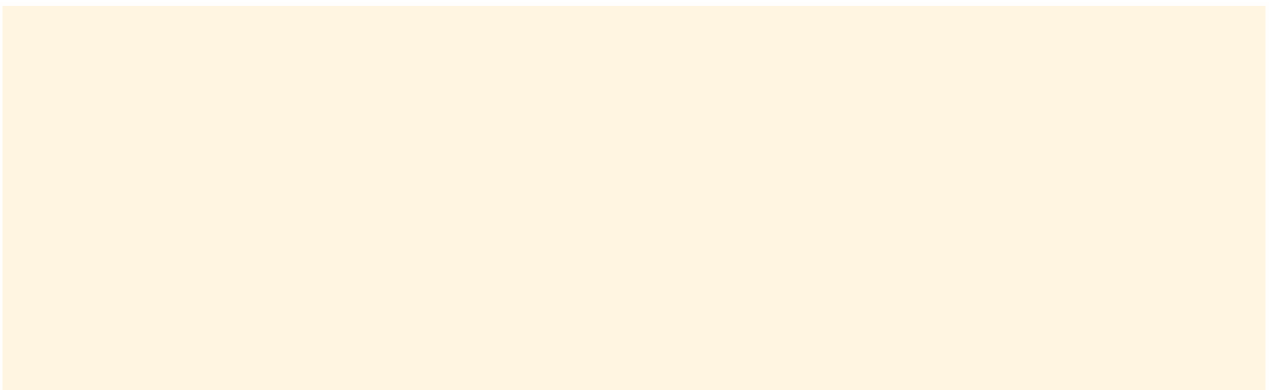
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# July

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
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# July

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# July

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# July

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# July

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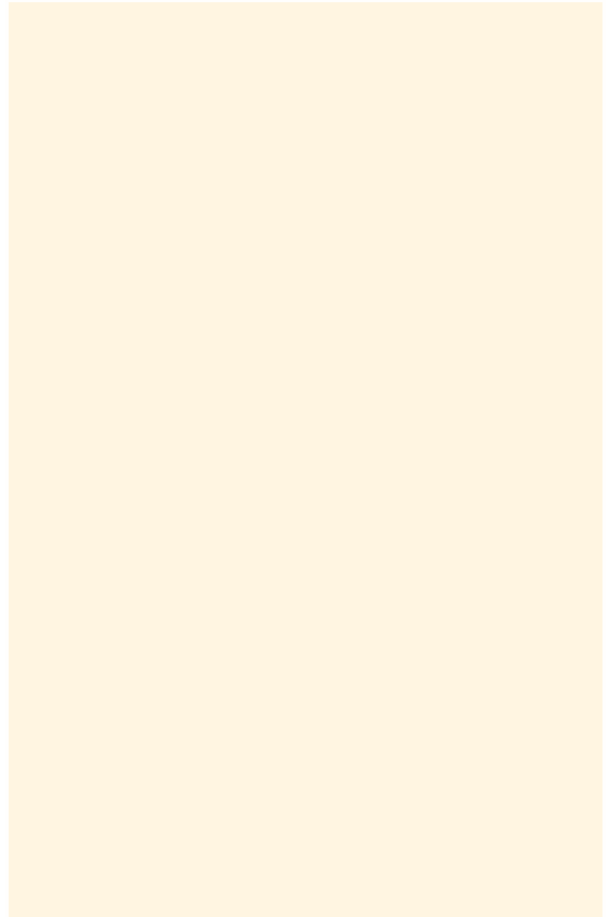
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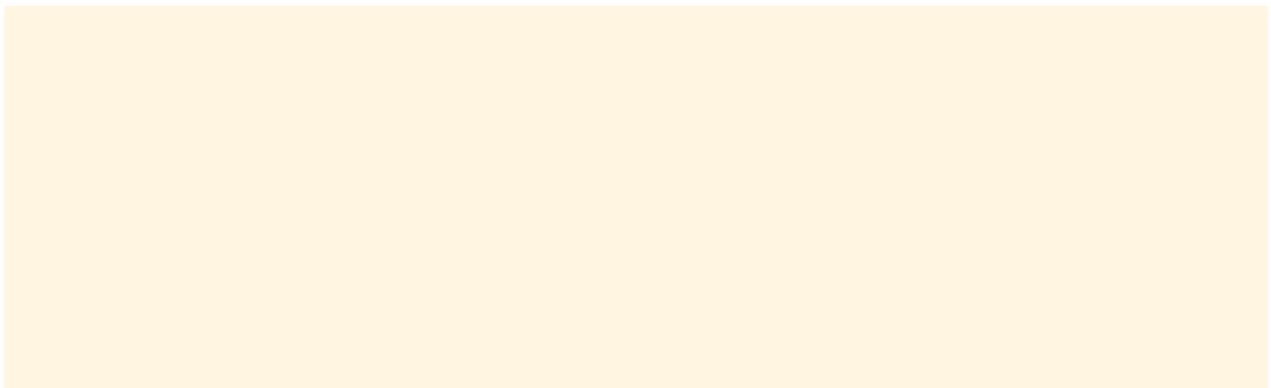
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# August

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
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# August

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# August

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# August

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# August

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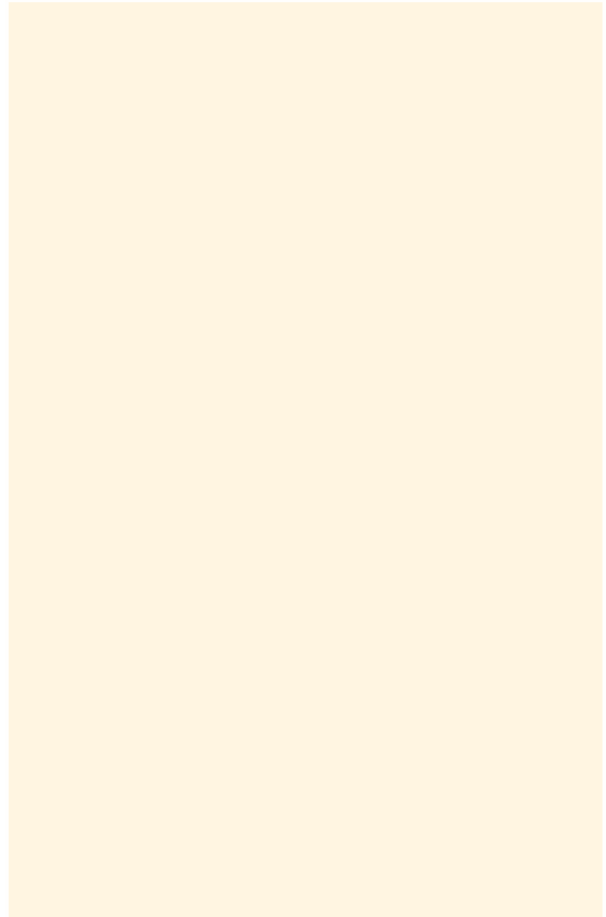
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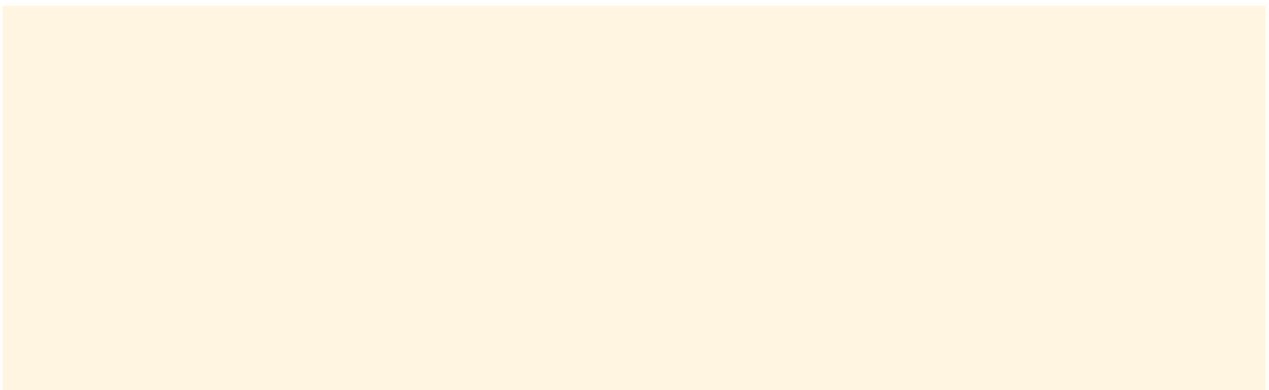
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# September

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
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# September

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# September

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# September

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# September

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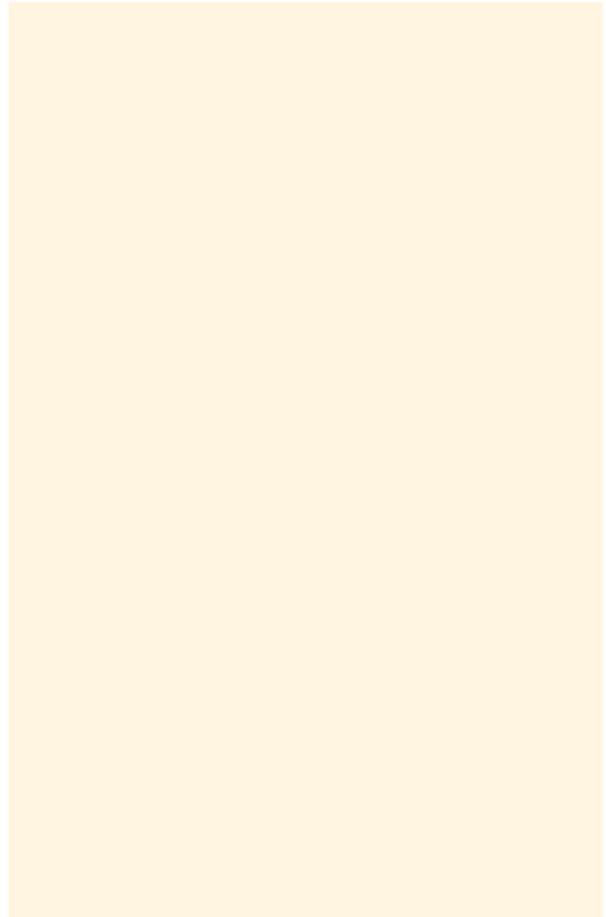
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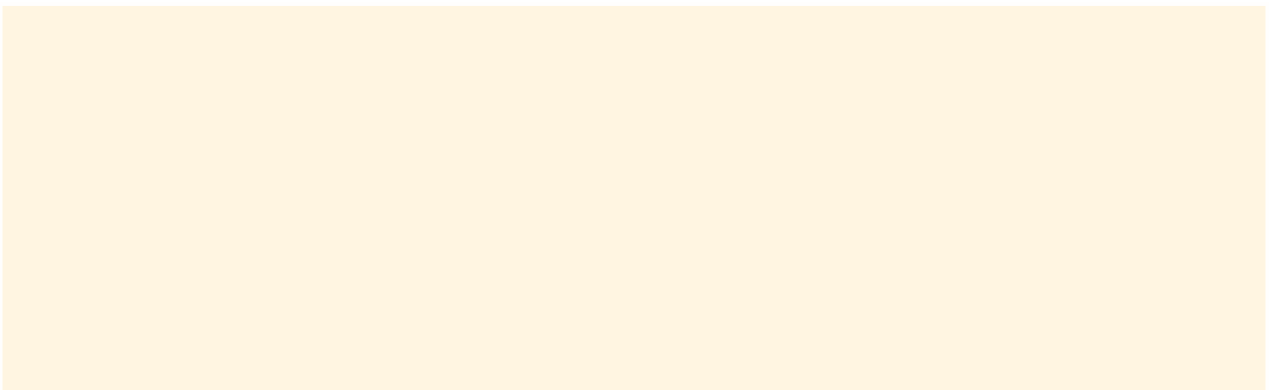
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# October

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
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# October

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# October


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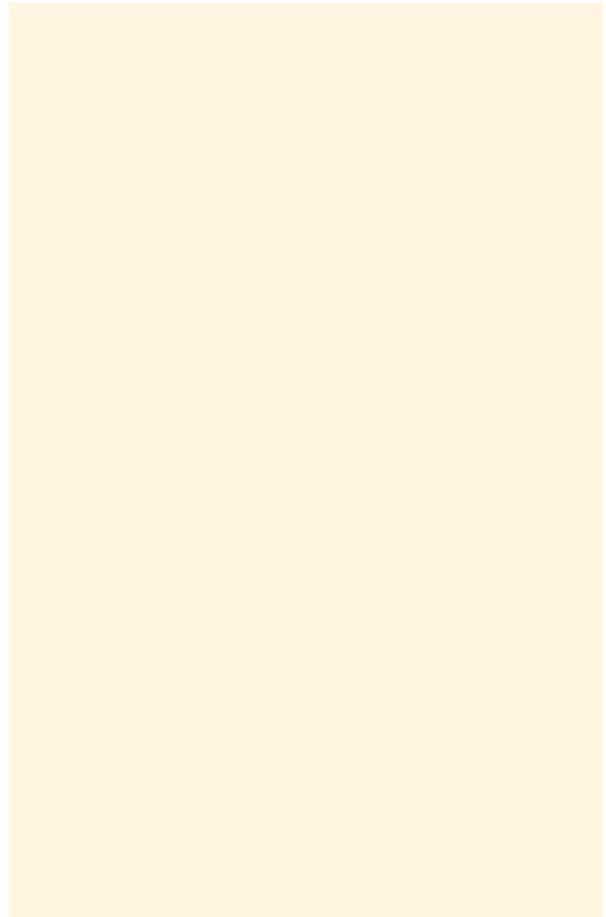
# End of Month Reflection

Fill out the following questions, allowing yourself to reflect on the past month. What went well, what didn't go so well, and how you can improve next month.

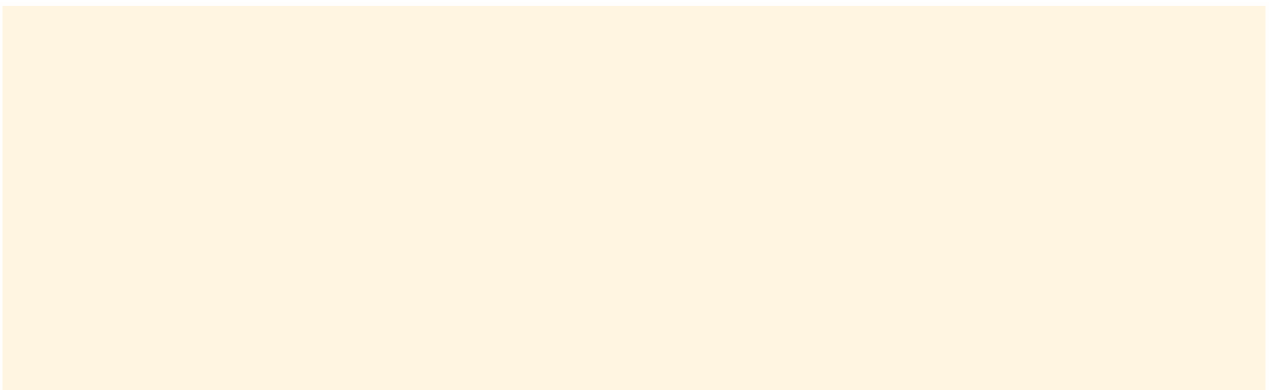
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# November

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
TUE					
WED					
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SAT					
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# November

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# November

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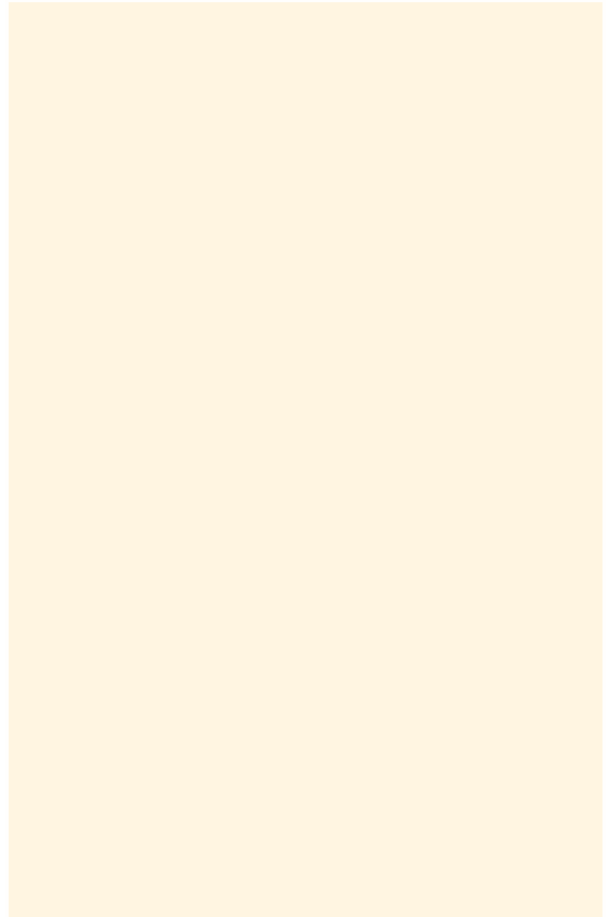
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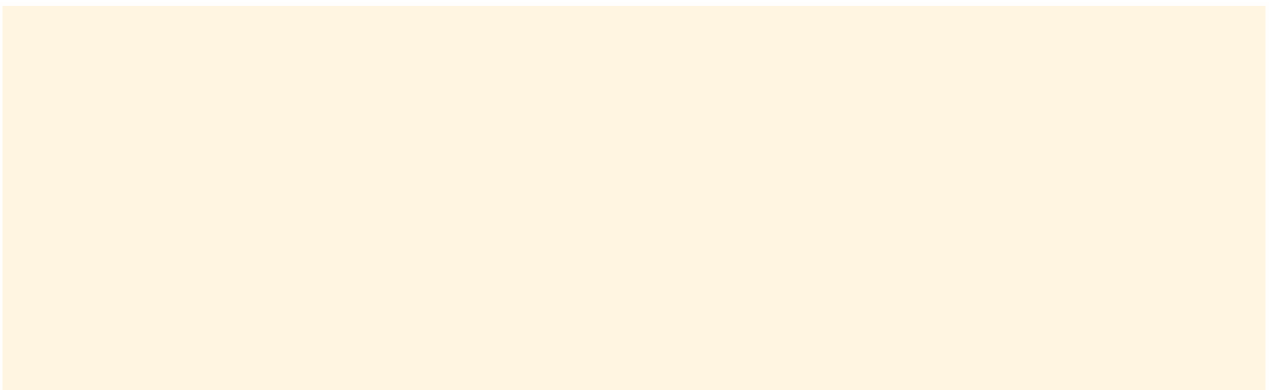
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



# December

Main Goals:

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5
MON					
TUE					
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# December

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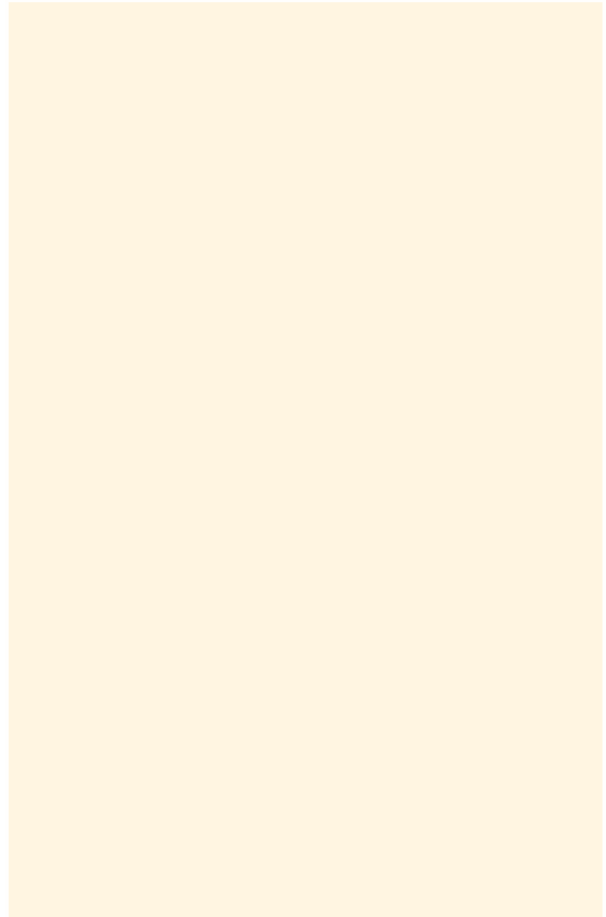
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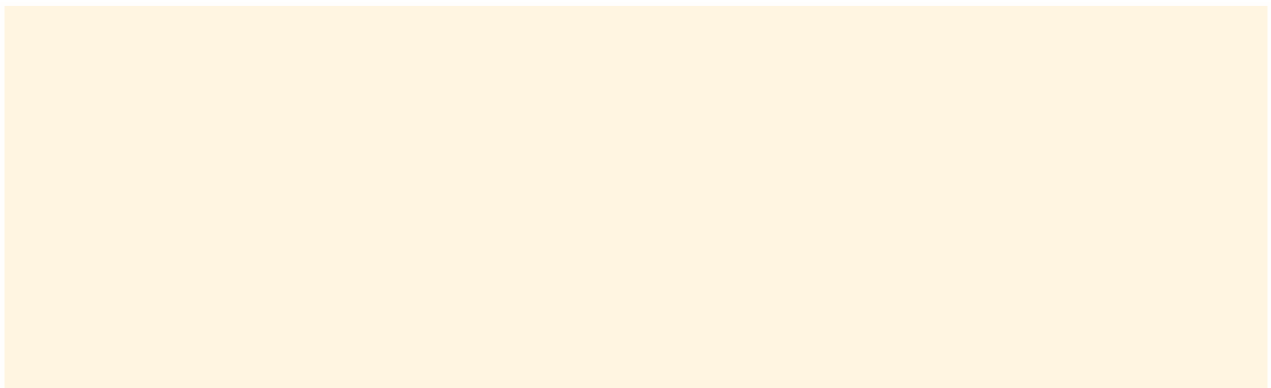
**What did I achieve?**



**What didn't I achieve?**



**What can I learn from this? How can I do even better next month?**



*do it for you.*

