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By Richard Hohmann

Since January has always been the traditional time for people and businesses to roll out their plan for the upcoming year I am currently preparing a presentation to over a hundred real estate agents on the importance of developing a plan of achievement for 2007. I certainly believe that written plans are most valuable to anyone who is committed to achievement or success.

So, where is your plan?

This plan can be strategic, tactical, or even succession in nature for a business or simply be called a “resolution” by individuals. No matter what you call your plan or the reason for its design, make sure you know where you are starting and where you would like to end up when you are successful in satisfying that plan.

Did you know that: Only 65% of developed plans get implemented by companies. Could this be a result of the employee not feeling part of the planning process? The leadership of many organizations and companies want to get a better “feel” of their organizational needs and at the same time demonstrate to the employee that each and every one of them is integral to the decision making process and success of the company.

Surveys or other organizational effectiveness instruments can also compliment your employee retention objectives.

Time to Plan for Success



Believe it or not, most employees come to work to do a good, if not great job! Workers need to be challenged and their strengths stretched to unveil their potential. People want to be engaged, have fun, and be challenged. As employers, we need to make sure that our people feel part of our 2007 plan.

Make sure your plan gets implemented so that the results can be measured. What are you going to do differently in 2007 to make your employees feel wanted, engaged, and motivated to succeed?

Rules of Success

by Herbert N. Casson

1. Put success before amusement
2. Learn something new every day.
3. Cut free from routine.
4. Concentrate on net profits.
5. Value character above all

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