NEGOTIATE
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Negotiating Your Breakthrough Year in 2026

Before beginning, please review your reflections of the past year.
If you haven't completed your Wrapping Up the Year, please do that activity first.

PART I: REFLECTING AND RECOGNIZING

Take a moment to recognize what worked, what didn't and what you learned in 2025.

- **Mulligan or Do Over**: If I could do one or two things differently this year, I would make the following changes:

- My biggest piece of "**unfinished business**" (something professionally or personally I still need to address or complete) is:

- If I **did nothing** on this unfinished business, I would risk:

- My **next best step** to complete this unfinished business is to:

- One **self-limiting belief** (a thought or pattern that isn't serving me) which I would like to jettison or leave behind this year is:

Reflection questions inspired by work with Vistage and Elaine Morris.

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PART II: FOCUSING AND PLANNING

After reflecting on your results and areas where you did not accomplish what you wished, take a moment to realistically think about this year.

- How do I want to be **different** this time next year than I am today?

- Where do I want to share my talents to make the **biggest** impact?

- At year's end, I would be delighted with my performance in 2026 if I reached the following 3-5 milestones:

Milestone	Date to be Completed	How will I measure success?

PART III: IMPLEMENTING & PERFORMING

Ways to achieve your breakthrough results and make the impact you wish.

- **Who** do I want to connect with this year?

- **What** are my biggest opportunities this year?

- **What** are the biggest challenges I anticipate for this year?

- **Where** do I need assistance or support for this year?

- **Why** is it important (good business/personal reasons/other)?

PART IV: APPLICATION AND ACCOUNTABILITY

Your commitments and accountability plan to support your goals and success.

- Based on my review of 2025 and plans for 2026, **I commit to**:

- I will hold myself **accountable** in these ways: (ex. review plan, partner, tool, coach)

- A **word or phrase to encourage and propel** me this next year is:

PART V: REFLECTION AND REVIEW OF NEGOTIATING YOUR BREAKTHROUGH YEAR ACTIVITY

- What I found **most valuable** from doing this activity was:

- What I will **apply first:**

- What was **most surprising** about this review was: