



YOUR
NEXT CHAPTER
Business



Review and Renew

With Angela Raspass
Your Next Chapter Business Mentor



Introduction

If you haven't been having quite the year you envisaged at the start of 2017, please be gentle on yourself. There are a great many pieces to the business-building puzzle and it takes both time and consistent aligned action to bring them all together.

Let me reassure you, although building your business does take time, effort, love and sometimes tears, when it's a wholehearted business, one that really means something to you, the journey is a whole lot more enjoyable and fulfilling.

When you have a Vision that inspires you, that pulls you forward, it's far easier to stay focused and in now – I know that your belief in yourself and your bigger picture is what sustains you on this entrepreneurial adventure.

It's also vital to remember you are building your business, not anyone else's, and that means you get to decide what success looks like to you.

Comparisons begone!

I'm delighted to be sharing these simple but powerful insights with you, keys that I've found so helpful during my own evolution as a business owner over the past 12 years.

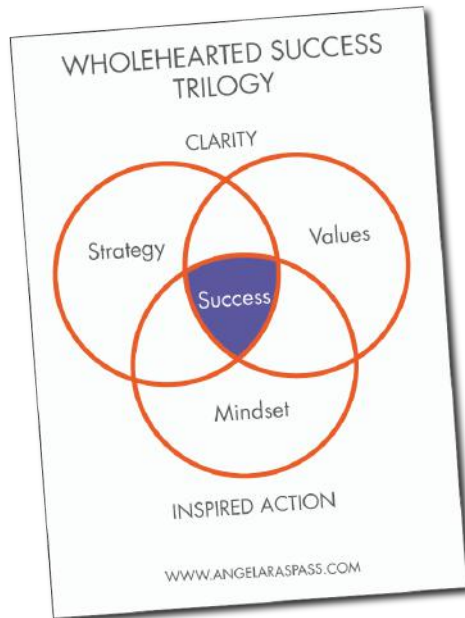
What will unfold in Your Next Chapter?

Business Mentor

<http://www.AngelaRaspass.com>



The Wholehearted Success Trilogy



I have found that when you combine these three pieces you can build a _____ and _____ business. When you align with your _____ you avoid _____ and enjoy _____.

And your enthusiasm is contagious!

With a strong and supportive mindset you're more _____, less likely to _____ and more likely to _____

When you then develop your own _____ of marketing strategy you avoid _____ and _____ and are more likely to take _____ that attracts _____ and creates _____



Vision and Purpose Clarity

1. What is the core issue you feel passionate about and believe you can offer a solution to?

2. Who do you feel most needs this solution?

3. Why do you feel called to provide this solution?



Your story, style and stance

1. What do you stand for?

2. What do you believe?

3. What do you want for your clients?

4. What have you overcome?

[illegible]



The power of Goals

In the classic Harvard Study of 1979

_____ of students had written goals and plans

_____ had goals but not in writing

_____ had no clear goals at all

10 years later, the _____ who had goals were earning _____ the amount of those who had no goals

The _____ who had written goals were earning _____ as much as the other 97% of the class!

I will set Trifecta Goals









I am making progress and I am proud of...

1. _____
2. _____
3. _____
4. _____
5. _____

Allow yourself to pause and reflect, to create Future Fuel

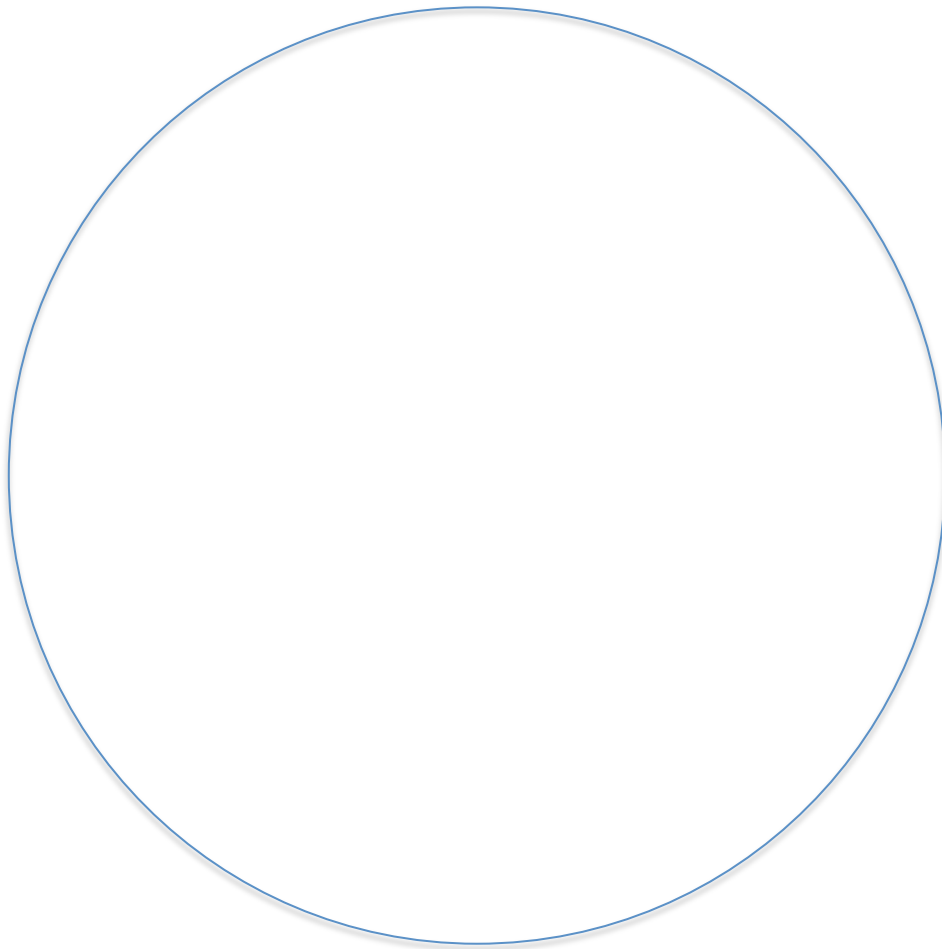
This is how I am going to celebrate my progress

1. _____
2. _____
3. _____
4. _____
5. _____



Current Financial Reality

What revenue and % of overall revenue has each service, product or program delivered for you this year?



Ask yourself:

- Did each line address a clear TOMPPA?
- Did I market each line proactively?
- Did I have conversations with prospects? What did they say?
- Did I feel excited and enthused by each line?

What needs to be:

- Kept, changed, introduced, let go of?
- Where's the gap – is it in marketing, nurturing, sales conversations or something else...?

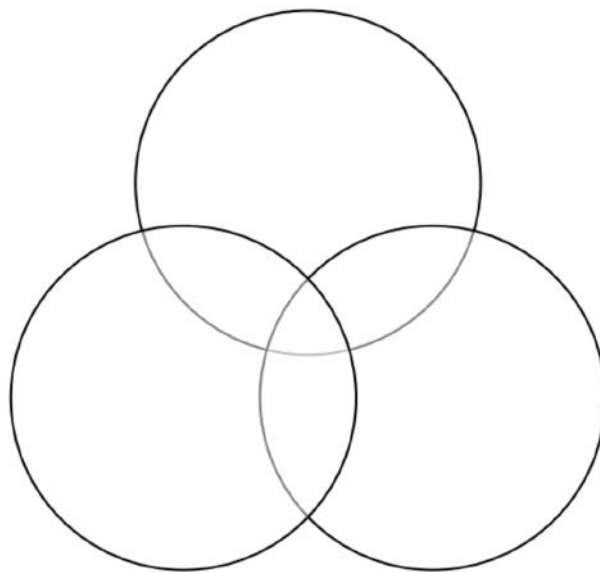
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Addressing TOMPPA

The core problems my clients are facing include:

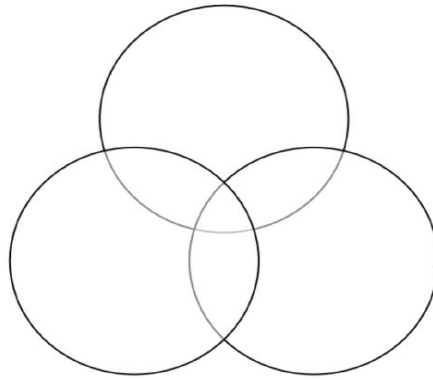
The dominant TOMPPA's of my client are:



Does my primary package program or service address these?



Wholehearted Marketing



Your Marketing Megaphone/s:





Your Support Acts:



The entrepreneurial danger zones

Without a clear _____, goals and _____
you are in danger of both _____ and being seduced
and distracted by _____.

And that can lead to following _____
that are not a fit for you and implementing scattered _____,
rather than aligned strategy

And that is when you might also fall into the traps that curtail
your _____, _____, and _____.

The three most common traps are:

1. The _____ trap
2. The _____ trap
3. The _____ trap



I know that these are my vulnerability triggers

1. _____
2. _____
3. _____
4. _____
5. _____

These are the steps

- Recognise your _____ and signs
- Get off _____
- Reconnect to your _____
- Cultivate a _____
- Adopt a _____
- Create a _____
- Explore a _____



Create your own Self-Compassion Plan

When the traps are open wide and drawing me in I will:

1. _____
2. _____
3. _____
4. _____
5. _____



The Cascade Effect

1. What is my _____: Inspire
2. What are my _____: Stretch
3. What are my _____: Focus
4. What are my _____: Act

My core 2018 Trifecta goals are:

1. _____
2. _____
3. _____
4. _____
5. _____



Bringing it all together

- Check in with the Wholehearted Success Trilogy – align your _____ with _____ and a strong and supportive _____
- Develop a compelling _____ and share your _____ to connect and resonate with your Most Aligned clients as you build a like-minded community
- _____ – acknowledge and celebrate your progress and success
- Stay aware of the _____ and your personal _____ have a _____ plan ready
- Create a Cascade Plan that moves from _____ to _____ and _____ to _____
- Get the community and support you need to _____



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Your solution to a fabulous 2018...

A Next Chapter Success Circle



- The antidote for entrepreneurial isolation
- The solution to perfectionism and procrastination
- The medication for marketing overwhelm
- The cure for "bright shiny options"
- Vaccination against self-doubt



- Foundational Training
- Fortnightly Mastermind Calls
- In Person Retreats
- Personal Mentoring
- Specialised Expert Topic Presenters
- Access to comprehensive Resources
- Online Community
- Small, personal groups



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Chrissy Crust

SOCIAL ENTERPRISE
CONSULTANT & MENTOR

"The support offered is truly wholehearted. There's an abundance of resources, bonus training and information available to members that adds to the gold that happens each fortnight with my Mastermind Group. I'm not sure how Angela manages to bring such a well-suited group together, but she does. And it works. Her insightful introduction on each call adds even more knowledge – and value".

"My experience of the Next Chapter Mastermind has been both personally and powerfully evolutionary. There are so many things I receive and so many reasons I recommend the experience for other women looking for connecting, community, focus, direction, meaning and general well-meaning butt kicking!"



Lyndal Edwards
FAST & FABULOUS EDITING



Sarah Joney

RELATIONSHIP MARKETING
MENTOR

"I am someone who values a sense of community immensely and being part of the YNC Circle is like my Managing Committee, the Executive Board, my Soul Sisters. It has taken time to build up a level of trust, but through experience of love and support my Circle is the first people I turn too with regards to my business".

"The Circle is an amazing experience, and it just keeps on giving. It has provided support, accountability, resource, feedback, expert help, and friendship. It meant I didn't feel like I was going it alone, I had a support team cheering me along. My knowledge around business and marketing has increased so much and when I look back over the year in review I realised how far I have come".



Jo Robertson
LIFE COACH, New Zealand
jorobertson.co.nz



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Your Next Chapter Success Circles



I'd love to be your guide!

www.AngelaRaspass.com/circle

Visit the page above to read more and apply – we'll then have a wholehearted conversation together to see if the Circle is a good fit for you and your goals.