

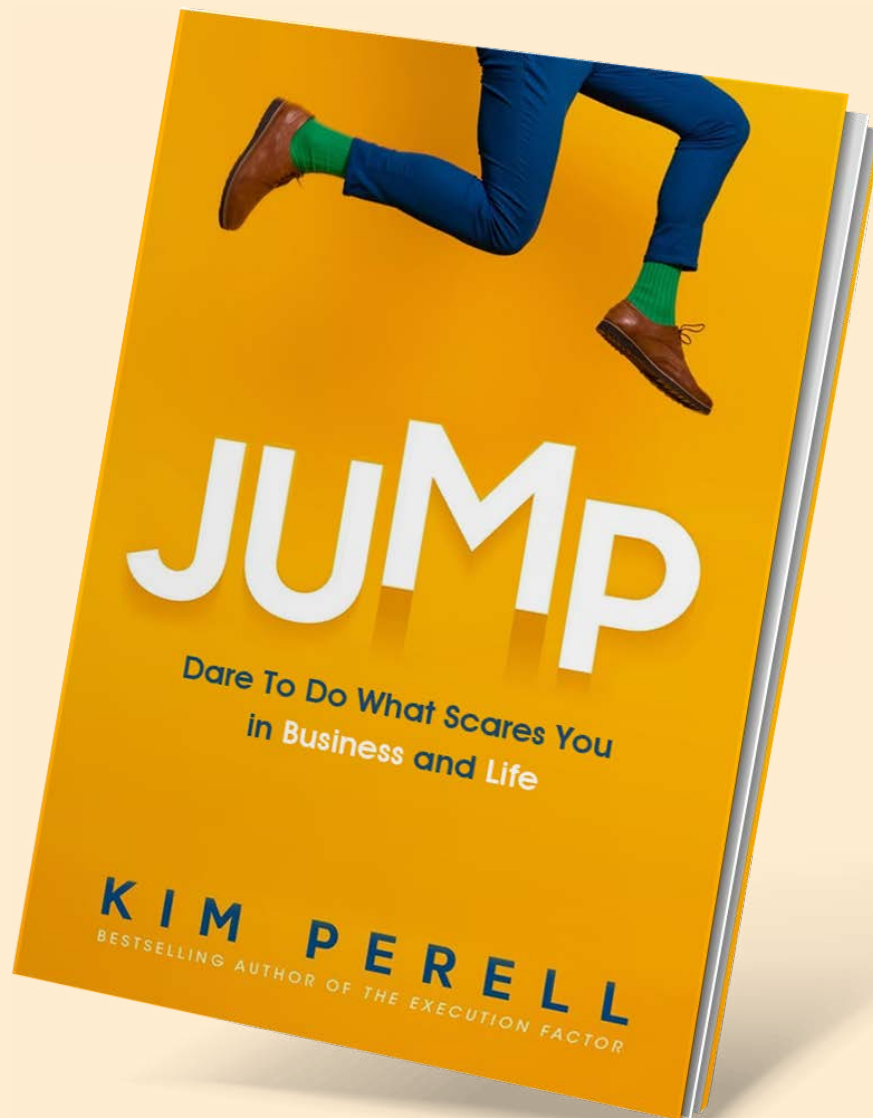


READY TO JUMP

Your One-Year Success Plan
By Kim Perell

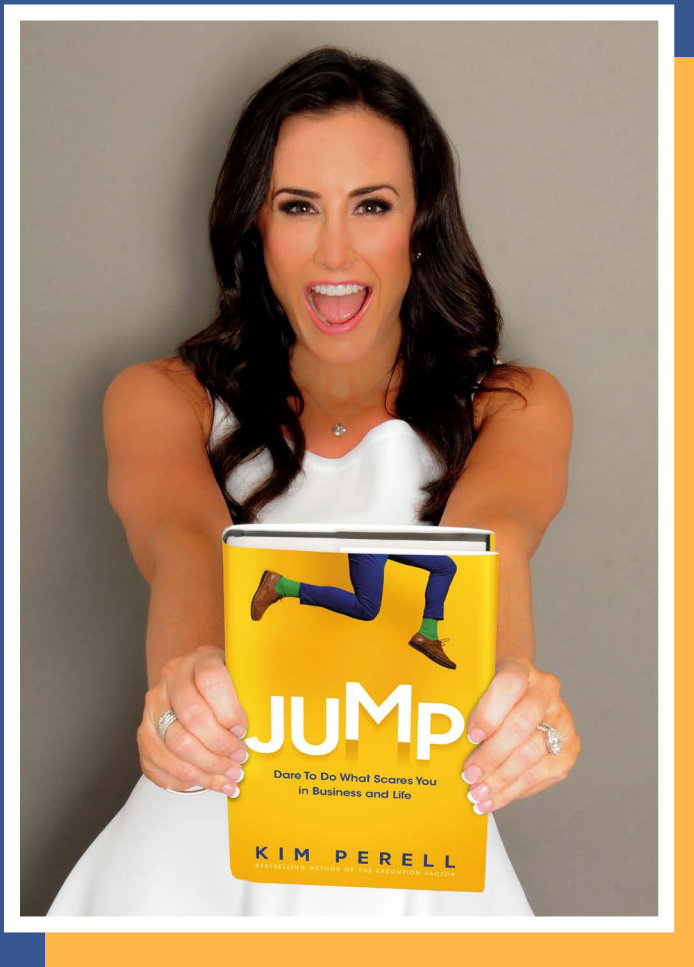
ABOUT THIS PLAN

This 1-YEAR SUCCESS PLAN is designed to accompany Kim Perell's book JUMP.



Hi friend!

I'm so excited that you're ready to plan your jump and take the leap into the next chapter of your life and career.



I also know how it feels to want to jump... to feel almost ready to jump... but hesitant because you're not sure you've done enough planning.

That's why I created *Ready to Jump! Your One-Year Success Plan* as a companion to my book *Jump: Dare To Do What Scares You in Business and Life*. Use this hands-on guide to mapping out your jump... your secret weapon to achieve your goal.

Why a one-year plan? Results don't appear overnight, but *huge* transformation is possible in a year. Especially, if you give yourself a blueprint of how to get there.

I created this planner to help other like-minded people set themselves up for success. We'll start by defining your jump, and then equipping you with a crystal-clear picture of where you want to land one year from today, we'll conduct a life audit, and finally, we'll build your personalized 12-month success plan.

It's time to make the change you've been dreaming about.

I know you're ready, so... let's jump!

Kim

What Kind of Jump Will You Make?

Before creating your One-Year Success Plan, it's helpful to understand what kind of jump you are taking and *why*. This will help prioritize your plan and stay motivated even in the face of inevitable challenges.

In my book, I dive deep into the different types of jumps, and the motivations behind each of them. In my experience, it always boils down to the same three jumps:

REASON NUMBER 1: THE SURVIVAL JUMP

In this situation, you are jumping because you have no other choice. You've been fired, bankrupted, or had a life-changing event, or some other environmental force has you in its clutches. You are being forced to change. Your jump is less of a choice and more of an emergency exit.

REASON NUMBER 2: THE OPPORTUNITY JUMP

In this scenario, you are jumping because you want to make a change. You see a way to improve your life through bold action. You're stable or relatively happy now, but you have big dreams, a business idea, or a vision of how you want your life to be. You feel sure you are meant to do something bigger.

REASON NUMBER 3: THE STAGNANT JUMP

This is the jump you make because you're tired of feeling stuck. You've stagnated, are bored, or feel unfulfilled, so you are considering making a change. Maybe you've reached a certain point in your career where you aren't sure what to do next. You feel comfortable but not challenged. You've stayed at a plateau until you decide to jump to something new.

Now, FILL in the circle of the JUMP that sounds most like the one you're about to take.

Define Your Jump

It's time to get crystal clear about the specifics of the jump you're going to make. Write down your vision for your jump in the space below. Be sure to include:

Where do you want to go in one year?

What do you want to accomplish in one year?

Who do you want to become in one year?

This should be like a personal mission statement. It should be passionate but concise, just one paragraph.

TECHNIQUES FOR CLARIFYING YOUR VISION



Create a vision board illustrating your life one year from today. Do it on Pinterest, or a poster board!



Journal about your desired transformation.



Write a headline and news story about yourself as if you have completed your jump.

Life Audit

One of the best ways to kick-start your One-Year Success Plan is to conduct a life audit. Trust me, I do it every year.

I use the Life Audit exercise to determine if I'm surrounding myself with the right people, who inspire, support, and challenge me. My goal is to spend more time with the optimists and supporters in my life and less time with the pessimists and detractors. And, from time to time, it's healthy to re-evaluate and make some adjustments.

Start by listing the 5 people you spend the most time with. Then, look at each of their names and think about your relationship with them and the impact it has on you. Put a + next to anyone who energizes and inspires you, adding positively to your life! Put a - next to anyone who does the opposite - maybe they drain you with criticism and constant judgement. Now, make a conscious decision to spend more time with the positives and less time with the negatives.

Life Audits are simple but effective tool for bringing clarity to the relationships in your life.

+ or -	Name Who do you spend the most time with?	Reflection Notes How & when do you spend time with this person? How is this relationship impacting your life?
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Life Audit Execution Plan

The concept of a life audit is simple. But I totally understand that doesn't make taking action on it easy.

After all, these are the 5 people you spend the most time with. Chances are, you care about them (or most of them) even if they earned a minus sign in your audit. So, setting new boundaries with them might feel challenging.

Below, let's write down a plan for how you are going to implement changes.

I'm going to stop...

(examples: stop accepting unkindness, not sticking up for myself, etc)

I'm going to cut back...

(examples: spending time with critical people, making excuses, comparing myself to others, etc)

I'm going to spend more time...

(examples: with people that inspire me, support me, energize me, etc)

Time Audit

In Chapter 2, I share my dad's point of view on the average workday: If you've worked 8 hours, you're only putting in 50% of the available time you have to make your dream a reality.

I can relate to not feeling like you have a lot of spare time in your schedule. In fact, "I don't have enough time" is one of the most common excuses people give for not making their desired jump. Unfortunately, it's an excuse that can last forever unless you carve out the time you need.



That's why a time audit is such a great tool. It's the perfect way to make room for your jump.

Use the worksheet on the next page to take stock of how you're currently spending your time. If you find it hard to fill out, spend a day (or even a week) tracking *exactly* how you spend your time. Carry around a small notebook or start a Note on your phone and write down what you're doing during the day in one hour increments.

Once you have a clear picture of how you're using your time, then you can start considering activities you can eliminate, or reinvest into your jump. You may need to practice saying "no" in order to prioritize your time in a way that includes your jump.

It's okay to start small. Look for 30 minutes a day... or even just a few nights a week... when you can focus on your new goal. Find the time because you deserve it.

Time Audit Execution Plan

Our days tend to have a natural rhythm, with a set of activities that occur almost on autopilot.

In your time audit, your goal is to document your current patterns for using time during these periods and then identify some activities you will stop doing or do differently to free up time for working on your jump.

My morning routine is...

My afternoon routine is...

My evening routine is...

Three things I am going to stop doing so I can reinvest time into my jump are:
(examples: watch less TV, spend less time on scrolling social media, etc)

1.

2.

3.

Building Your One-Year Success Plan

Next, you're going to build a simple, flexible plan for building milestones so you can start executing your jump over the next 12 months. Even if your jump will ultimately take more than a year, the best place to start is by mapping out the steps you'll be taking over the first months. This will help make your jump feel less daunting!

Make a List of Your Top Accomplishments:

Think of this like a "highlight reel" of your successes in life. It will serve as a reminder of past wins and give you confidence that you will succeed again if you put in the hard work. Examples: getting your first job, graduating, winning an award (for anything!), growing your family!

My accomplishments are...

Planning Your Micro-jumps

I find it easiest to work backward. You've already mapped out your vision for life after your jump on page 4. That's your end goal.

Now, flip ahead to month 12. What is the second-to-last milestone you need to reach to complete your jump? That is your micro-jump for that month. Write down it in your plan now.

Continue working your way backward through the One-Year Success Plan, identifying the micro-jumps you need to make to ensure you're making progress and giving yourself momentum.

Examples: Update your resume. Research companies you want to work for. Email a head-hunter. Write an elevator pitch.

Define Success (Month by Month)

Within each month of your One-Year Success Plan, you'll find space to write down the key tasks and goals associated with each micro-jump.

Assign dates to each one on the calendar. Remember: A goal without a deadline is just a daydream. Use deadlines to anchor yourself in action. Track your progress for self-accountability, and don't forget to celebrate your progress along the way!

Need a Little Inspiration?

I've created the first month for a One-Year Success Plan for the sample jump we discussed in Chapter 6: launching a small, online-only business. Check it out, and then get started building your own plan!

Sample Month #1

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

Establishing business fundamentals

WEEK 1

Tasks:

Research establishing an LLC
Begin brainstorming business names

Goals:

Set up an informational interview with someone who works in this industry already

What will success look like?

Notes on both tasks
Calendar entry for interview
Begin setting aside money for LLC filing as needed

WEEK 2

Tasks:

Ask for recommendations for accountants
Talk to bank about setting up a business account

Goals:

Get input on name ideas from trusted friends and colleagues
Begin saving \$50/week for initial business costs

What will success look like?

List of trusted accountants
Narrow down name ideas to top five
Begin saving (move to business account when established)

WEEK 3

Tasks:

Ask for recommendations for programmers and graphic designers

Goals:

Choose a name
Start brainstorming logo ideas

What will success look like?

List of trusted website builders (at least three of each category)
Name chosen
Continue saving \$50/week

WEEK 4

Tasks:

Send paperwork and payment to state for LLC
Buy domain name

Goals:

Start reaching out to programmers; ask for pricing and availability
Start reaching out graphic designers; ask for pricing and availability

What will success look like?

Ideally, have completed your first informational interview by now and possibly set up a second
Begin narrowing down web-build team choices
Continue saving \$50/week

Monthly Celebration: Happy hour with friends

SAMPLE MONTH #1:

January

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY
					1	2
3	4	5	6 Research & brainstorm day	7	8 Info interview	9
10	11 Meet with bank	12	13	14 Ask about names & accountants	15	16
17	18 Ask network for recs.	19	20 Brainstorm day	21	22	23
24	25 Contact programmers	26 Send in paperwork	27 Contact designers	28 Buy domain name	29 Happy hour	30
31						

“Every great story starts with a jump.”

— Kim Perell

Month 1:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 1:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“Every great story starts with a jump.”

— Kim Perell

Month 2:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 2:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

**“If you’ve got to jump, rock bottom is a great place to start.
After all, there’s nowhere to go but up.”**

— Kim Perell

Month 3:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 3:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“Choose now knowing that you can choose again later.”

— Kim Perell

Month 4:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 4:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

**“When you make a decision,
you take control of your life and your destiny.”**

— Kim Perell

Month 5:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 5:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

**“Excuses are easy.
They allow us to stay in our comfort zones.”**

— Kim Perell

Month 6:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 6:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“If you’re going to jump, you need to pack a parachute.”

— Kim Perell

Month 7:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 7:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“Change your mindset and change your life.”

— Kim Perell

Month 8:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 8:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

**“You don’t need everyone to say ‘yes’ to you.
You only need the right people to say ‘yes’ to you.”**

— Kim Perell

Month 9:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 9:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“Choose progress over perfection.”

— Kim Perell

Month 10:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 10:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“Your confidence has to be greater than anyone else’s doubt.”

— Kim Perell

Month 11:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 11:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

**“The past is the past,
and you’re not going that way anyway.”**

— Kim Perell

Month 12:

(month)

Write down your one-year goal (see page 4). Keep it top of mind!

My one-year goal is...

This month is dedicated to making the following micro-jump:

WEEK 1

Tasks:

Goals:

What will success look like?

WEEK 2

Tasks:

Goals:

What will success look like?

WEEK 3

Tasks:

Goals:

What will success look like?

WEEK 4

Tasks:

Goals:

What will success look like?

Monthly Celebration:

MONTH 12:

Insert the month, dates, and activities directly into the workbook!

SUNDAY	MONDAY	TUESDAY	WEDNESDAY	THURSDAY	FRIDAY	SATURDAY

“The best bet you can make is the bet on yourself.”

— Kim Perell

Keep On Jumping

Let's stay
connected!



Follow @kimperell

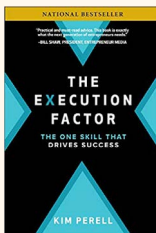


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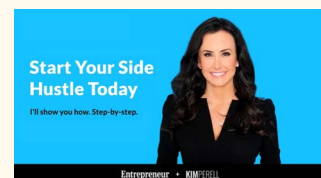
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