**Goals…What Do I Really Want?**

1). On the backside of this sheet and or on the brainstorm sheet provided, start to just brain storm and write things that you really want to have or achieve by having this business. (Like for mine: financial freedom, time freedom, travel worldwide, give more to tithing and helping others, etc.…)

 2). Next, you need to define each one and consolidate like things together and number them in order of importance (let’s say you have listed traveling, buy new car, retire, buy new house, and buy new furniture …put all those under financial freedom (anything that has to do with money); also if you have traveling, spend more time with family, vacationing…you could put that under time freedom; etc., some will go into more than one category and that’s perfectly fine, because to travel for instance you need both finances and time to do that so it would be listed under both). Use the chart on the next page to make that list, define, and grouping of things together, and then number them in your order of importance.

3). Now you are ready to start writing it in on the bullseye (not necessarily the one on this page, but the large one so you have more space to write.) Start with the outer ring moving in to the bullseye, the bullseye being your main goal, you really need to dig deep to find out what that inner circle really is. For most of us, we want/need financial freedom so that will go on that outer ring of the bulls eye, but when you have financial freedom and time freedom, then what?, that’s when you really start to get deep inside yourself and see what’s really at stake here, **where do you really want to go/be after all worries are put aside and time and money are no option any more.** This will lead to that special inner circle, to your heart of hearts… …That’s what will make you be successful and will keep you going, your ultimate goal in life.

**Finances and time are just on the outside of things, get those out of the way.**



**Brainstorm**

**Goal Chart**

|  |  |  |  |
| --- | --- | --- | --- |
| What Do I Want? | What Does That Really Mean? | When Do I Want It? Put an Actual Date | # of Importance |
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Developing A Goal Statement

1). Deciding what you want…Now that you have filled in your goal sheets and bullseye, you can now prepare your goal statement by using that information. The bullseye will give you a clear picture of what you want.

2). You now need to put dates on what you what. So, determine your target goal dates, be very specific and make them dates that will give you plenty of time to accomplish your goals, yet not so much time that it gives you time to slack off… keep them realistic and not too far out.

3). You may need to give some things up in order to focus on and achieve your goals (like not watching TV or going out as much). So, **what are you willing to give up in order to make your dreams a reality???!!!**

4). You now need to come up with a detailed plan of what you must do each day, each week, and each month to achieve your goals….these will be money making actions, making the calls and doing the follow ups and going out and talking to people; the result producing activities, but also the activities to set your business up right, housekeeping for the business, and so forth….you should be doing at least an hour or two of the money making activities every day, then schedule in the other activities that need to be done around that….the idea is to be making money right???, so let’s make sure we schedule that in first and be sure we are getting that done every day!!!!! Building your business up quickly and strongly….

5). Now, get some index cards. Get as many as you need so that you have one on you at all times, plus ones for around the house and in your car so you can read them whenever you need to so you stay on track and also you can read them before prospecting, it will give you encouragement and remind you why you’re doing this and remember it’s not just about you, it’s about helping others and helping someone else change their life and fulfill their dreams to….

So, fill out this chart because it will help you put your goals into an easy to understand and clear statement form so it’ll be easier to write things out on your index cards….

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| --- | --- | --- | --- |
| **Main Goal** | **Goal Date** | **What am I going to give up** | **Is This Realistic?** |
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Now, follow this to help you write out your goal statement(s)…. you can write as many as you want, but don’t over complicate things…keep it simple so you accomplish them and not overwhelm yourself and set yourself up for failure…remember, you will be accomplishing your goals and crossing them off and adding new ones. Put your goals in order of importance and relevance for you, simple and accomplishable..(don’t start out with a goal that’s outrageous, like, I want to make $100,000 a week by next month….now that may be your goal and it’s definitely something that you just may accomplish, but look first as to what you need to be satisfied right now in the immediate time…would $300, $500, $1,000 in extra additional income a month be fine for you by next month or in the next 3 months…really think about it and figure out what you want and need for you and your family right now within the next month or three months, and once you have that accomplished, then go bigger and adjust your goals and goal statement(s) and little by little increase it to what you really want, not need to just survive, but what you really want and desire to get your dream fulfilled)…

**Write these onto your notecards and read them every morning, afternoon, and before bed…and really, keep them on hand so that you can read them anytime you need/want to.**

I will be earning $\_\_\_\_\_\_\_\_\_\_\_\_\_\_ by ­­­­­­­­\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. This means I need to talk to \_\_\_\_\_\_\_\_ people every day and add \_\_\_\_\_\_\_\_\_ people to my business every day/week/month. I will not \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ so that I can spend that time on my business building activities. I will do this because I will not only be realizing my dreams of \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ but also, because I will be helping other people realize their dreams as well….

I want \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ by \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_. I will not \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ so that I can spend that time on accomplishing this goal by my set goal date. I want to accomplish this goal because \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_

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