

GOAL SETTING

If you couldn't fail, what would your heart's desire be to achieve by June 30th?

Now think about getting to your "next higher level" in your business. *(from consultant to Red Jacket, from RJ to On Target Car, from where you are to completing GENX each month consistently, etc.)*

List ALL the benefits to you you can imagine once you hit that level. Even if they seem silly.

(how will it feel?, what kind of personal growth will you have experienced? what is available to you at that level?, what will you be able to do for your family?, how will YOU change?, your stress level?, how can you inspire others?, what kind of income?, what would your lifestyle be?, where would you vacation?, where would you live?, How would you decorate your home?, what nice things would you be able to do for others?, what prizes would you earn, etc.)

Look at your list – what are the TOP 3-5 benefits/reasons that motivate you the most?

- 1.
- 2.
- 3.
- 4.
- 5.

S.M.A.R.T. Goal Setting

S =

M =

A =

R =

T =

8 Areas of Goal Setting – select Career & 2 others to set a goal for the new year.

Career
Spiritual
Physical
Family
Financial
Personal
Social
Educational

Career - Look back at your “if you couldn’t fail” line – what is your goal by June 30th?

Break down your goal by 6 months – what would be a great **monthly goal**?

...then what would that require of you **WEEKLY**?

...**daily**?

EVALUATION

Think back to when you are/were **most happy** in your MK business-when is this? Why?

What would **need to change** in order to **duplicate** that happiness more often?

Think about your **MOST successful appointments**? **Why** were they so successful? *Was it your attitude? a “feeling” you left the appointment with? Was it that you did everything right in the sequence of events? Was it that you sold a lot? Ministered to those women/built relationships? Worked it full circle? WHY was it so successful to you?*

What would it take from you to replicate that success again?

Where in the past have you **gotten results** in your business?

What in your MK business makes you feel powerful?

Think back to your business – WHERE in the sequence of a MK business, do I have a tendency to **“drop the ball”**?

- 1.
- 2.
- 3.

What would it take for me to “fix this” or “teach myself” this skill?

If you feel **mentally cluttered** - what would it take to change this distraction/lack of focus? And **when** could you make these changes?

(goal posters, more "quiet time", waking up to your affirmation CD, getting more help with the kids, spending less time with your basement people, listening daily to CDs, saying affirmations out loud)

LIFE

Think through your average weekly routine...

Do I make a schedule/plan/weekly tasks for me (my family) each week before the new week begins?
(circle) always most of the time sometime infrequently never

Unless you circled "always", what would I need to do differently to put a process in place to make a plan **each & every single solitary week**?

Where do I need to add some delegated help? Where am I frequently frustrated in my business/home behind the scenes (lack of meal plans, messy house, laundry needing to be folded, THE MAIL, customer profiles, piles of paper on flat surfaces, packing for appointments, the BAGS when you get home, labeling product?)

Think....who can I ask? Where can I ask? How can I get help?

Where can I tighten up my weekly schedule? *(first 2 hours of the day/last 2 hours of the day)*

Do I have a weekly time set aside to plan? Tweak? Evaluate?

How can I make a regular weekly plan time happen?

List 3-5 habits I have that do not serve me well

- 1.
- 2.
- 3.

Beside each one, write down a new habit you can create to replace the old habit.

PEOPLE

List the 5 people you are around the most?

- 1.
- 2.
- 3.
- 4.
- 5.

Put a + or – beside their name if they are positive or negative influences in your BUSINESS.
How do you respond when someone around you is negative?

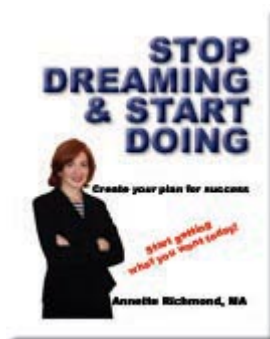
Stacy James – think about highest \$ you could make in one month?

Now double it

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What is your vision of success? The image is different for each of us. For one person it's having the corner office, for another it's having a flexible schedule with plenty of time off to be with their kids. But, whatever your dream, setting SMART goals will help you make it come true.

Setting goals is more than making vague statements like, "I will find a new job" or "I will increase my business." It means creating a written plan that includes reasonable and measurable long-term and short-term objectives. It means setting SMART goals.

Lots of coaches and consultants use the **SMART** acronym to explain goal setting. Each one uses a slightly different set of criteria. In this case, S.M.A.R.T. refers to goals that are **S**pecific, **M**easurable, **A**chievable, **R**ealistic and **T**ime Framed.

Specific: Goals need to be something specific. Often we set goals that are so loose, it's nearly impossible to judge whether we hit them or not. For example, a statement like "I will lose weight" is too vague. How will you know if and when you've reached your goal? Saying, "I will lose five pounds this month" is more specific. At the end of the month it will be a simple matter of weights and measures: take your measurements and get on the scale.

Measurable: Goals need to be measurable. For example, many of us want to increase our number of contacts. But, "making new contacts" is an ambiguous statement. A clearer objective is "I will attend four networking events each month and try to connect with one person at each." It's a simple, concrete goal. This makes it easy to see if you hit your target.

Achievable: Goals need to be reasonable and achievable. Nearly everyone has tried to drop a few pounds at one time or another. Often their success or failure depends on setting practical goals. Losing 15 pounds in 30 days is unrealistic (unless you're planning a medical procedure). Losing six to eight pounds in 30 days is reasonable. Don't set yourself up for failure by setting goals that are out of reach.

Realistic: Goals need to be realistic. When we're kids we think we can do anything. As adults we learn that while we can have a lot, we can't have it all at the same time. It's important to honestly evaluate yourself. Do you have the ability and commitment to make your dream come true? Or does it need a little adjustment? For example, you may love to play tennis, but do you have the time, talent and commitment to become a pro? Be honest.

Time Framed: Goals need to have a time frame. Having a set amount of time will give your goals structure. For example, many of us want to find a new job or start their own business. Some people spend a lot of time talking about what they want to do, someday. But, without an end date there is no sense of urgency, no reason to take any

action today. Having a specific time frame gives you the impetus to get started. It also helps you monitor your progress.

Making it Yours

Setting goals is more than deciding what you want to do. It involves figuring out what you need to do to get where you want to go. And how long it will take you to get there.

Now you know the fundamentals of goal setting. Keep the SMART acronym in mind to help you remember the basics. The next step is translating this process to fit your needs.

Get started today by determining what you want. Once you know what you want you're ready to create your goals. Start with your long-term objectives. These are things you want to accomplish by the end of the year. Next, **establish short-term goals**. These include monthly, weekly and even daily targets that will move you toward your long-term objectives.

Be careful not to push yourself too hard or too fast. While successful people know you have to stretch your talents to grow, they also know it's important to **set reasonable goals**. Always be your own best friend. Never set yourself up for failure.

The first step to success is knowing where you want to go. The second step is having a plan to get there. Your goals are your road map. Follow them and you'll be well on your way.