

PUT YOUR GOALS IN WRITING!!

Does goal setting really work?

Let's look at a study conducted with the Yale Graduating Class of 1953.

They surveyed all students asking them if they had written goals for their life:

- 3% had put their goals in writing
- 97% had no goals or had not written them down.

Twenty years later, these same people were re-interviewed.

- The 3% who had written goals had 10 times the incomes of the other 97% **combined!**

There is NO DOUBT about it – Goal Setting Works!

- ✓ A goal is merely a dream until it is written down.
- ✓ You must find a goal that truly inspires you, something that will push you to do whatever it takes to accomplish it.
- ✓ Goals keep you focused

Goals must be SMART!! Dreams become goals when they are **in writing**.

Specific –the more specific you are about your goal, the more likely you are of achieving it.

Measurable – so you know when you've hit your goal and when you need to put in more effort.

Achievable – your goal must be possible to achieve by YOU in the time frame you set.

Realistic – look at where you are just now, what you need to do – is your goal realistic?

Timebound – always set a time to achieve your goal(s) – it keeps you focussed to make it happen.

Example : If your goal is to achieve 1K by September 30th 2008.

Write in present tense : It is 30th September and I am a qualified 1K.

“Whatever the mind of man can conceive and believe, it can achieve.” *Napoleon Hill*

1. List YOUR reason WHY you want to build your XanGo™ business.

2. My monthly income goals:

3 months _____ 6 months _____ 1 year _____ 3 years _____

3. Write down your Commitments:

- I am committed to spending _____ hours per week to my XanGo™ business.
- I am committed to talking to minimum of _____ new contacts per day.
- I am committed to listening to at least 1 conference call each week.
 - a. Identify which one(s) _____
 - b. I listen to it on (day) _____ at (time) _____ each week.

4. What is your most important goal to achieve as a result of be involved with XanGo™?

YOUR PERFECT DAY

Albert Einstein once said, “Your imagination is the preview to life’s coming attractions.” It is now time to put your imagination to use. Pretend you have just been hired by a famous Hollywood Director to write a screen play for your perfect day. Write down what that perfect day would be like in 5 years from now. Where would you wake up? What kind of house would it be? (Describe in detail) What would you do with your day? Where would you go? What kind of car would you be driving?

READ YOUR GOALS TWICE DAILY – MORNING AND EVENING