

48-Hour Assignment – Goal Setting

Please complete the following prior to your 48-Hour Training

- All About Goals sheet
- Complete your Prospect List sheets
- Managing Your Time Sheets
- Review Compensation Plan
- Listen to Conference Calls
- Listen to Training Calls

Develop Your Goals in Writing

Does goal setting really work? You bet it does! Here's a great example of the impact written goals have on success.

The Yale Graduating Class of 1953 - Study

- 3% had put their goals in writing
- 97% had incomplete goals or none at all!

Twenty years later...

The 3% who set goals had greater income than the other 97% combined

Dreams become goals when they are written down.

Find a goal big enough to inspire you, something that will cause you to unleash your power.

Goals give you a vision that keeps you pressing on.

Goals Must Be:

- **Written** - Dreams become goals when they are **in writing**.
- **Specific** - The more specific you can become with your goal, the more likely you will be of achieving it.
Example: I want a new **BMW 540i** (even more specific ie., color, year, features, etc.).
- **Measurable** - So you know when you hit goal and when you need to put in more effort.
Example: I want to earn **\$500 per week** (quantifiable).
- **Time Focused** - Goals must have a deadline attached to them.
Example: I will achieve 1K **by June 20, 2003**.
- Written in the **Present Tense**. Example: **It is** June 20 and **I am** a qualified **1K**.

"Whatever the mind of man can conceive and believe, it can achieve."

- Napoleon Hill

What's Important to You? (Circle all that apply)

| | | | |
|------------------|------------------|----------------|----------------------|
| Early Retirement | New Car | Vacation Home | Favorite Charity |
| New Home | Travel the World | Helping Family | Children's Education |
| More Family Time | Debt Free | Time Freedom | Financial Security |

Others:
