

Goal Setting for the Next 90 Days - Step 1

STEP 1



#CrystalClearVision

Knowing your VISION can give purpose and direction to your daily choices. VISION is looking beyond what IS and painting a picture of what COULD BE and what SHOULD BE in every role that God has given you. VISION is about a sense of possibility of what your life could stand for and the type of life you want to live. Everyday you have the CHOICE to move toward or away from that VISION.

Imagine yourself a year from today. Describe the **GREATEST OUTCOME** you would like to see in your life and business. Be specific.

WHO do you want to be and **WHAT** do you want to be known for?

What makes you **HAPPY**?

When do you **FEEL BEST** about yourself?

What makes you feel **CENTERED**?

What do you **REALLY WANT** the most **RIGHT NOW**?

VISION is the tension between what IS and what would be. Describe the tension between what you have (life/business) right now and what you want.

Check your heart...**ARE YOU REALLY #ALLin?**
Describe how it would **FEEL**, how you would **WORK**, and the **DAILY CHOICE** you would make.

*Goal Setting for the Next 90 days by Leah Lauchlan

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CONT.

When are/were you **MOST HAPPY** in your MK business? Why?

What would you **NEED TO CHANGE** in order to duplicate that happiness more often?

Think about your business...**WHERE** in the sequence of the MK process do you have a tendency to “DROP THE BALL”?

What are some things you have been **UNWILLING TO DO** that would change everything if you started doing them?


What current **HABITS ARE INCONSISTENT** with the life you really want to live & the values you have?

WHAT HAS TO CHANGE in your life? In your business?

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What would need to happen for you to be able to say that this has been your **BEST SEMINAR YEAR** ever?

If you couldn't fail, what is your  **'S DESIRE** to achieve by:

Sept 30 _____

Dec 31 _____

Mar 31 _____

June 30 _____

Give 50 REASONS for achieving the goal you just listed.

1	26
2	27
3	28
4	29
5	30
6	31
7	32
8	33
9	34
10	35
11	36
12	37
13	38
14	39
15	40
16	41
17	42
18	43
19	44
20	45
21	46
22	47
23	48
24	49
25	50

Goal Setting for the Next 90 Days - Step 2

STEP 2

#ObsessiveTrackers

“The tricky thing about VISION is that you will find it necessary to leave what is comfortable and familiar. And all the while you will be haunted by the fear that this thing you are investing so much of yourself in may not work out at all. But you have to be #ALLin anyway, despite the fear. You don’t sort of parachute. You’re never sort of pregnant. Same with pursuing your VISION. You don’t sort of chase down a VISION - you have to be #ALLin- both hands, both feet, heart over the line. #ALLin is the only way you can roll when pursuing your God-given VISION.”
 -Leah Lauchlan

What is your year-long **SEMINAR GOAL**?

Set goals for the next 90 days that will move you toward your year-long Seminar goal.

Personal Court of Sales

National Court of Sales - \$40K Retail

Your Personal YTD PERSONAL RETAIL: \$ _____

How much WHOLESALE do you need EACH MONTH to complete your goal: \$ _____

How much RETAIL do you need to sell EACH MONTH to order the above wholesale: \$ _____

Monthly PERSONAL RETAIL SALES goal: \$ _____

of PARTIES needed to achieve that goal: \$ _____

Based on the 60/40 split, what is your PROFIT: \$ _____

What will you SPEND your profit on each month: _____

What is the Daily, Weekly, & Monthly activity you need to do to complete your goal?

Daily: _____

Weekly: _____

Monthly: _____

Goal Setting for the Next 90 Days - Step 2

CONT.

Personal Court of Sharing

National Court of Sharing - 24 Qualified

Your YTD PERSONAL AGREEMENTS: # _____

Your YTD PERSONAL QUALIFIED: # _____

How many AGREEMENTS & QUALIFIEDS do you need EACH MONTH to meet your goal? # _____

How many CAREER SURVEYS do you need to do MONTHLY to achieve the above #: # _____

PERSONAL RECRUITS per month goal: # _____

Current PERSONAL TEAM SIZE (non-T): # _____

PERSONAL TEAM SIZE by end of this 90-day cycle, accounting for natural attrition: # _____

What is the Daily, Weekly, & Monthly activity you need to do to complete your goal?

Daily: _____

Weekly: _____

Monthly: _____

Unit Recruits & Monthly Contacts

UNIT RECRUITS per month goal: # _____

Current UNIT SIZE: # _____

UNIT SIZE by end of 90-day cycle # _____

How many people do you want to be in front of this month? Include guests at meetings, personal faces, career surveys, debut guests, etc. # _____

Break down the #s. Where will these people come from? Look at your month-at-a glance calendar to see where you plug these people in.

Monthly Production

Production goal MONTH 1: \$ _____

Production goal MONTH 2: \$ _____

Production goal MONTH 3: \$ _____

AVERAGE PRODUCTION your base unit produces: \$ _____

NEW PRODUCTION you need to bring in: \$ _____

What is the Daily, Weekly, & Monthly activity you need to do to complete your goal?

Daily: _____

Weekly: _____

Monthly: _____

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CONT.

Unit STARS

UNIT STARS for current quarter: # _____

UNIT STARS GOAL for current quarter: # _____

What systems do you have in place to build STARS? Make a list.

_____	_____
_____	_____
_____	_____

What is the Daily, Weekly, & Monthly activity you need to do to complete your goal?

Daily: _____

Weekly: _____

Monthly: _____

Power Start

How many POWER START winners do you want each month? # _____

What is the Daily, Weekly, & Monthly activity you need to do to complete your goal?

Daily: _____

Weekly: _____

Monthly: _____

Career Path

How many consultants will you MOVE UP the career path each month? # _____

What is the Daily, Weekly, & Monthly activity you need to do to complete your goal?

Daily: _____

Weekly: _____

Monthly: _____

Event Attendance

How many consultants do you want to attend the NEXT EVENT this quarter? # _____

How will you campaign for this event?

Life Goals

Circle 1-2 areas you want to work on in your PERSONAL LIVE over the next 90 days.

SPIRITUAL HEALTH FINANCIAL MARRIAGE

LEADERSHIP PERSONAL GROWTH

RELATIONSHIPS/FAMILY

What activity will you do to grow in this area?

Goal Setting for the Next 90 Days - Step 3

STEP 3

#EffectiveCommunicators

A SMART goal is an effective goal!

S - specific

M - measurable

A - activity planned

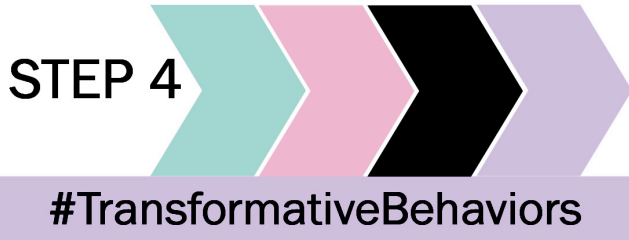
R - relevant

T - time bound

Consider these questions as you consider your communications for the next 90 days:

1. How will I promote & recognize my STAR Consultants?
2. Do I have a STAR Party planned?
3. How will I promote and recognize moving up the career path into RED?
4. If I have “ready right now” key people in my unit, what is my 1-on-1 coach plan with them?
5. What is my campaign strategy for the next event coming up? Specifically, how will I promote it?
6. What recognition will I have at my meetings this quarter? (Inspect what you expect)
7. How will I affirm the consultants at my meetings?
8. What will I train on at my meetings this quarter?
9. How will I train new consultants in my unit this month?
10. How will I train on product knowledge and selling this month?
11. What are my systems for new consultant follow-up?
12. How do I track new consultants?
13. Do I have wins for the “little people” in my unit?
14. Are the promotions & recognition in your newsletter and on your website up-to-date?
15. What communication can I delegate?

Goal Setting for the Next 90 Days - Step 4



*“What you **get** by achieving your goals is not as important as what you **become** by achieving your goals.”
-Zig Ziglar*

My Key Behaviors

What would have to happen in your business for you to say, “This was the best Seminar Year yet!”?

What DAILY KEY BEHAVIORS would directly influence the goal you just wrote down about? Pick only 2-5 behaviors that are “stupid simple” and can create a sense of victory everyday...micro-wins that can be accomplished easily each day, but will also move you toward your goal.

How do you plan on TRACKING those key behaviors?

Review & Remember

This goal-setting process is pointless if you don't REVIEW & REMEMBER it. I want to recommend a time once a week that you read through & review your goals. What would be a good day to do that?

Most of us are visual learners, and there is power in “SEEING” YOUR GOAL EVERYDAY. How can you visually keep your goal in front of you each day?
