

## **2<sup>nd</sup> Session: Planning for 2013**

### **December 10, 2012 Call**

- XFM 200... it's not too late to schedule
- Founders Challenge
- New Web based Tree Diagram in Success Tracker

#### 1. Review last week's assignments

##### a. Your Values

- (1) List 10 most important; list in order of importance 1-10
- (2) Did you write "stream of consciousness" on "How I want life to be?"

##### b. Draft TO BE List

- (1) What are the leadership characteristics you want for yourself?
- (2) What PLAN do you have to acquire these?

##### c. VISION statement (your "WHY")

- (1) What is your Why?
- (2) "You must know why you do what you do, which requires that you understand the purpose and value of all that you do." Define CLARITY... "having an unfettered view of your vision, which is what you want and why you want it, fed by an understanding of its purpose and value." Tony Jeary (If no articulation of VISION (and the WHY), then as a leader you will forever be "pushing" the person to their goal (to work the Plan) rather than having the goal "pull them" to where they are going.)

Symptoms of lack of clarity:

People don't believe they can do what they have to do

People use planning to avoid taking action

People quit or give up in the face of adversity or difficulty

##### d. Your Reality

- (1) Do you have it clear, and clearly written?
- (2) Did you do the 2012/2013 Analysis?
- (3) Did you answer "Seven steps that can change your life?"

## 2. The Practical Effect of Clarity/ Clarity and Performance

"People have to believe in what they are doing. They must be committed to achievement. There must be a certain amount of mental toughness and resilience to persevere through difficulties and roadblocks. A certain amount of legitimate excitement never hurts either." Tony Jeary

True clarity contributes to all of these qualities, and with them comes power...power to produce results.

## 3. NEXT: Now let's Set our GOALS

### a. All Goals must be SMART:

S: Specific

M: Measurable

A: Achievable

R: Risky

T: Timely

### b. Six categories: We will deal with the financial/Mannatech on the call; you need to do ALL SIX...(3 in each)

1) Professional/Vocational

2) Intellectual/Personal

3) Physical

4) Financial

5) Spiritual/Emotional

6) Social/Interpersonal

### c. Write down for each of your goals what has kept you from reaching those goals to date

## 4. Review of your Goals

a. Make sure they are all personal! "I..."

b. Make sure they are all in present tense

"I will make..."NO!

"I make \$4000 per month in Mtech by September, 2013."

c. Use live action verbs or feeling verbs

d. Be brief

e. Be positive not negative

"I lose 20 lbs by March 31" NO!

"I weigh 140 lbs by March 31" Good

f. Make sure they all qualify as SMART

5. Share your goals with a support team  
Have them written down on 3 X 5 cards to carry every day.  
Read them every day.  
Have an accountability partner to support you through the year!
6. Know the results of your goals/the consequences of not meeting them.  
Fill out the attached sheet and keep it available.
7. Make the connection with your BELIEF SYSTEM  
The link between optimism, responsibility and goal-setting is crucial to stop the disconnect.

**NOW, you are in the top 3%!!**  
**Success is the progressive realization of a worthy goal!**

# My Goals

## A. Spiritual Goals

1.

2.

3.

## B. Family Goals

1.

2.

3.

## C. Career/Business Goals

1.

2.

3.

## D. Income Goals

1.

2.

3.

## E. Educational Goals

- 1.
- 2.
- 3.

## F. Physical Goals

- 1.
- 2.
- 3.

## G. Social Goals

- 1.
- 2.
- 3.

NOTE: Your goals must be:

1. Specific
2. Measurable
3. Achievable
4. Challenging/Risky
5. Timely
6. Yours: Do not allow other people or society determine your definition of success
7. Meaningful
8. In present tense
9. Written down

## **Why do you want to reach these goals for your Mannatech business?**

List 10 ways reaching your goals will change your life: your life style, relationships, security, confidence, future, time freedom, etc.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

## **What will be the consequences to YOU and others important to you if you fail to accomplish your goals?**

List 10 consequences.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_