

Goal Setting #2: Criteria for Goal Setting **December 10, 2007 Call**

Sink Issue with Wellness Water

Incentive: Check out your downline; anyone within 10 points should make it! Send email, letters of support, whatever...

Pathway to Presidential Class 2008

Next Monday: "I Can"...A System for anyone

Monday December 24: I will send the outline for How To insure your Goals

Mannafest Tickets: Standard pricing goes into effect January 1st, 2008.

"Design your life by choice and commitment and not by chance and circumstance."

1. What Am I willing to Commit to?

a. What is commitment? Not "I want to," not "I will try"

It is **I will do it**

Intent + Mechanism = Result

How do I increase my intent to make it a true commitment?

1) Visualization: so make a dream board, pictures around the house, whatever but do it starting Jan 1

2) Contract with another: Tell your family

3) Put something at Risk...

Your commitment defines your results!

2. Drafting the 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...why? BALANCE (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

3. Specifically Mannatech/Financial Goals

a. How do numbers of contacts/follow-ups directly tie into my goals?

1) Networking is truly a numbers business...the more with whom you share, the bigger your business will become.

This is a very basic concept but SO MANY FAIL TO REALIZE IT!

b. Here are some relationships which are only given based upon my experience of associates (understanding, of course, that everyone has different talents so these differ based on a person's talents and abilities):

	<u>Sign up Ratios</u>
New Associates:	10-20%
Trained - 6 months into it:	20-40%
Seasoned (2-3 yrs) with personal development training and listening skill training:	50-70%

* Cold telemarketing (i.e. buying leads) is not included herein. Those numbers are in the 1 out of 1000 range or .1% even by the most experienced marketers.

c. Using the above basic assumptions on results, here are some numbers to tell you how sign ups will impact your dollars earned: (assume a 40% fall out after 6 months which I believe is conservative with the Team Bonus structure assuming you are growing your business maximizing the Team Bonus):

# of sign ups <u>Per Period</u>	Ave. <u>Income*</u>	Per. 1 <u>Total</u>	Per. 2 <u>Total</u>	Per. 3 <u>Total</u>
3	\$100	\$103	\$200	\$200
5	\$180	\$186	\$280	\$330
10	\$500	\$650	\$750	\$1070

*Assumes 10% All Stars, 30% Masters and 60% 99ers

Sorting: Getting Business builders in your organization will have a major impact on your business so if you assume that you are going to

do that, add in additional income (difference between “Ave Income” and “Period Total”) for each Business Builder you draw in per Period delaying the income by one Period.

Income by Leadership Level: Residual Income can differ based on how balanced your business is, but the following chart will be generally true if you are balanced showing you what kind of RESIDUAL income generally flows at the leadership levels (and specific GPV): Note that this chart does not take into account sign up bonuses, Power bonuses, etc. It is merely residual, so your income could be dramatically higher if you have a lot of these bonuses.

	<u>GPV</u>	<u># of Assoc. Ordering 100</u>	<u>Residual Income (8-10%)</u>
Regional Director:	1500	15	\$ 100-150
National Director:	6000	60	\$ 480-600
Executive Director:	20,000	200	\$ 1600-2000
Presidential Director:	60,000	600	\$ 4800-6000

Now applying this to your business, if you are signing up 10% of the prospects you talk to (and you should track this to find out what your ratios are), then to get 10 new associates per Period, you need to talk to 100 people (or 5 per day for 20 business days in a Period).

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, 2006.”
- 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.

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

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. _____