

2008 Goals #3: Make Your Goals Work

Monday, December 24, 2007 No Call

Dash For Cash Incentive...only one more week!

Visualize the Cancun Moon Palace Trip...Just Do It!

Finish 2007/2008 analysis, Goals for 2008, "To Be" list...these are crucial to make 2008 your best year yet.

Ten Steps to Make Your 2008 Goals:

1. **Design** your year with the end in mind; focus on specifics
 - a. What results are you committed to? Exercise:
 - 1) Review your goals for 2008 (as outlined after Dec. 10 call) and limit to ten most important to you
 - 2) Rewrite each of these ten in very specific terms (i.e. car is a Lexus sportster, midnight blue with grey interior)
 - b. The more you "stoke" your desire the more it will grow to be consuming, obsessive, pulsating and burning.
 - c. If you have problems focusing, then start with the goal: Is it really your goal or someone else's for you? Why is the goal important to you? Is it a big enough "why"? What were the consequences if you do not achieve it?
 - d. *"Goals are not absolutely necessary to motivate us. They are essential to really keep us alive."* Robert H. Schuller

2. Set aside 30 minutes each day to **Dream**; Build your Dream Board
 - a. Nothing is stronger than a dream to pull you into the future.
 - b. Visualizing is realizing. Take a camera and take pictures of your top 10 list (or what their coming to fruition would look like to you). Build a dream board just for 2008.

3. **Read** 20 pages of a good book every day.
 - a. Look at your list of top 10 goals; choose the most important one and find a book that would help you realize that goal. Absorb the author's knowledge and apply everything you possibly can.
 - b. Also, look at your "To Be" list...derived from your analysis of your need for certain leadership characteristics and find a book to support each one of those traits.
 - c. Go to the next goal on the list and do the same thing.

4. **Plan** your work and work your plan
 - a. One of my favorite sayings: Failure to plan is planning to fail. Quakers have a saying: “When you pray, move your feet” Have a written plan - 12 month calendar, include pivotal dates for accomplishing tasks. (The “I Can” Program is just that kind of Plan for 2008).
 - b. Read, dream and work your business. Focus on **accomplishment**, not activity. “Busy, busy, busy...doing what???” Don’t get caught in the gristmill in 2007!!
 - c. Each night ask - what are the most important things to accomplish tomorrow? Then schedule them as priorities. Be-Do-Have....don’t forget a daily “To Be List”: list the criteria for great leadership and choose your TO BE list
 - d. *“Many people fail in life, not for lack of ability or even courage but simply because they have never organized their energies around a goal.”* Elbert Hubbard

5. **Spend less** than you earn and invest the difference: 80-10-10 RULE
 - a. One of my favorite books
“The Richest Man in Babylon” by George Clason
Seven principles:
 - 1) Start fattening your purse (10% of gross is SAVED)
 - 2) Control your expenditures
 - 3) Make the gold multiply
 - 4) Guard your treasure from loss
 - 5) Make your dwelling a profitable investment
 - 6) Insure future income (multiple income streams)
 - 7) Increase your ability to earn
 - b. Simply, it is not how much you earn but how much you keep.

6. **Manage** your drive **time** wisely (in fact, all your time)
 - a. Pick one of your goals or “To Be” list items: then find some audio tapes to support that goal/characteristic.
 - b. If you want to earn more, then choose to learn more...list activities for personal and financial growth to which you are committed. Commit to listen, apply and grow as this new knowledge becomes a part of the very fabric of your mind.

7. **Take action**; always move toward your Goals
 - a. It is harder to get into action than to stay in action. So just get

started! As NIKE says it, JUST DO IT!

- b. With every decision you make this year, ask this question: “Will what I am considering drive me closer to my goals, or push me further away?” Analyze your everyday behavior: look at your commitment to take unproductive action and see what drives you. Choose otherwise.
- c. Make sure your behavior is consistent with your desired results.

8. **Believe** in Your Future

- a. “The Magic of Believing” Claude Bristol
here is a quote: *“Just believe that there is genuine creative magic in believing - and magic there will be, for belief will supply the power which will enable you to succeed in everything you undertake. Back your belief with a resolute will and you will be unconquerable.”*
- b. Set aside some quiet time to really focus on what limiting beliefs you have (you may need to go to a Personal Mastery seminar by Klemmer to really do this...what you don’t know you don’t know could be totally sabotaging your life). Things holding you back are “I don’t have enough time”, “I always have such a hard time_____”, “I can’t ever seem to get ahead.” Etc. Then find evidence that each of these beliefs is not true.
- b. View “The Secret” every day until you get this principle down.
- c. *“The future belongs to those who believe in the beauty of their dreams.”* Eleanor Roosevelt

9. **Persist**: fully grasp the concept of Sheer Persistence

- a. To maintain momentum, you must develop mental toughness.
- b. To develop mental toughness means
 - 1) to minimize the effects of discouragement.
 - 2) turn every negative into a positive.
- c. Persist, persist, persist and let the good old law of averages work for you!

10. **Build** a **support** team/and an accountability team

- a. Nothing is more powerful than building a support team around you by sharing your goals and getting others to “jump on your bandwagon.”
- b. Find a mentor/accountability partner and build regular weekly times to talk, share and get honest open feedback. This is critical to get you off any place where you are stuck. DO NOT find someone whose

“need to be liked” limiting belief runs their life.

c. Build a team, mastermind group, etc. all of these are ways to make this work.

You Are Not Done With 2007 Yet....

a. Get rid of some of those zeros with a year end letter...

“Renew Your Commitment to be Proactive about your Health:”

Use the company’s Free Product on a new auto order to attract them back.

b. Send your Christmas letter out to ALL people on prospect list or new associates. Or use MJH year end letter (which is attached).

c. Thank your Leaders appropriately. Example: I sent out a book to some of my leaders based on 2007.

d. Never (and I mean NEVER) stop prospecting! Build your hopper to get yourself ready for the 2008 Incentive.