

# PTP GROUPS GROWTH TRACKER

DATE: \_\_\_\_\_

(S) (M) (T) (W) (T) (F) (S)

## PERSONAL PRODUCTION:

	SUBMITTED	ISSUED/PAID
PRODUCTION NEEDED TO REACH NEXT PROMO:	X	
WTD DF4LS SET	GOAL:	CURRENT:
MONTHLY GOAL:		
CURRENT:		
DAYS LEFT:		
TO GO:		
WEEKLY GOAL		
\$AP\$ WTD:		

## AGENCY DEVELOPMENT:

	WEEK	MTD
ICAS:		
WARM MARKET INTRODUCTIONS		
GOAL# OF GUESTS INVITED TO NEXT EVENT:		
CURRENT # GUESTS SO FAR		
UW NEEDED FOR NEXT PROMOTION:		
CURRENT UW:		

### 90 DAY GOALS- DAYS LEFT: BIG 3

- 1 \_\_\_\_\_
- 2 \_\_\_\_\_
- 3 \_\_\_\_\_

### PENDING / REPORTING TO DO LIST

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

### CALL TODAY:

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

### NOTES

### RECAP:

Today I read \_\_\_\_ pages  
 Have I reached appt set goal WTD: Y / N  
 1 Good thing that happened today:

CURRENTLY FOCUSED ON IMPROVING:



# SET BIG GOALS, SMASH THEM, REPEAT!

You've heard a goal w/o a Deadline is merely a wish, However, as important as having a specific goal to achieve at a specific time is, There are many other Reasons I have personally found for Not accomplishing a goal as well. Losing Focus, Distractions, Unforeseen Emergencies to name a few. I have also found that Most of these risks can also be mitigated and if the Action Plan is designed correctly, we can still have a real shot at achieving the desired result. With ANY Goal worth accomplishing, there will ALWAYS be multiple UNdesired actions that need to consistently happen.

This is what makes the reason WHY we desire to achieve a specific goal such a VITAL step! However like any Recipe, it will require ALL 7 Steps to have a chance at the desired result, they are ALL equally important. If you follow all the directions in Baking a Cake but decide to Leave out the Eggs it wont be a cake. THIS FORMULA WORKS WITH ANY TIME LINE BUT WE HAVE LEARNED USING THE 90 DAY METHOD, WE CAN ACHIEVE MASSIVE RESULTS.

**After MANY Failed attempts we've  
found a PROVEN system that works!  
Use these next tools to Specify YOUR  
GOAL and ACTION PLAN:**

# BUILDING YOUR BUSINESS USING:

# 90 DAY MAD MAN CYCLES!!

## 1.) THE WHAT

EXACTLY do I want? Needs to be Measurable and SPECIFIC.  
ex: 90% contract / \$30K in savings / hit Regional Manager etc

## 2.) THE WHY

The Reason MUST be GREATER than the pain of Discipline or Disappointments, If NOT, It wont be Strong enough to overcome the Adversities your SURE to Face in Fighting to achieve "The WHAT" **SO DIG DEEP**

## 3.) SPECIFIC DEADLINE

The PRECISE DATE it will be 90 Days from now / or the EXACT date you commit to accomplish said Goal

## 4.) THE SACRIFICE

Everything has a Price! List what Comforts you are willing to temporarily give up to Achieve what you want.

## 5.) ACTION PLAN

What Actions Must be done DAILY to achieve the WEEKLY Goals needed over time to Accomplish Goal by "SPECIFIC DEADLINE"

## 6.) DAILY DATA

Use PTP GROWTH TRACKER TOOL & Activity Tracker to collect **DAILY DATA**. Update #s DAILY, **EVEN IF ITS ZEROS TODAY, WRITE THE ZERO!**

## 7.) ACCOUNTABILITY

It's OK to set MASSIVE PERSONAL GOALS big enough that you'd still feel good about even if you fall short at the exact day of Deadline! The REAL TEST is if you Actually stayed committed to your Daily Plan!

**THIS** is where Self Respect / CREDABILITY / Self Confidence, is either GAINED OR LOST!! Not in the Result of this particular mission, But the feeling only YOU will know the truth of upon looking yourself in the mirror at Deadline.

PTP GROUPS

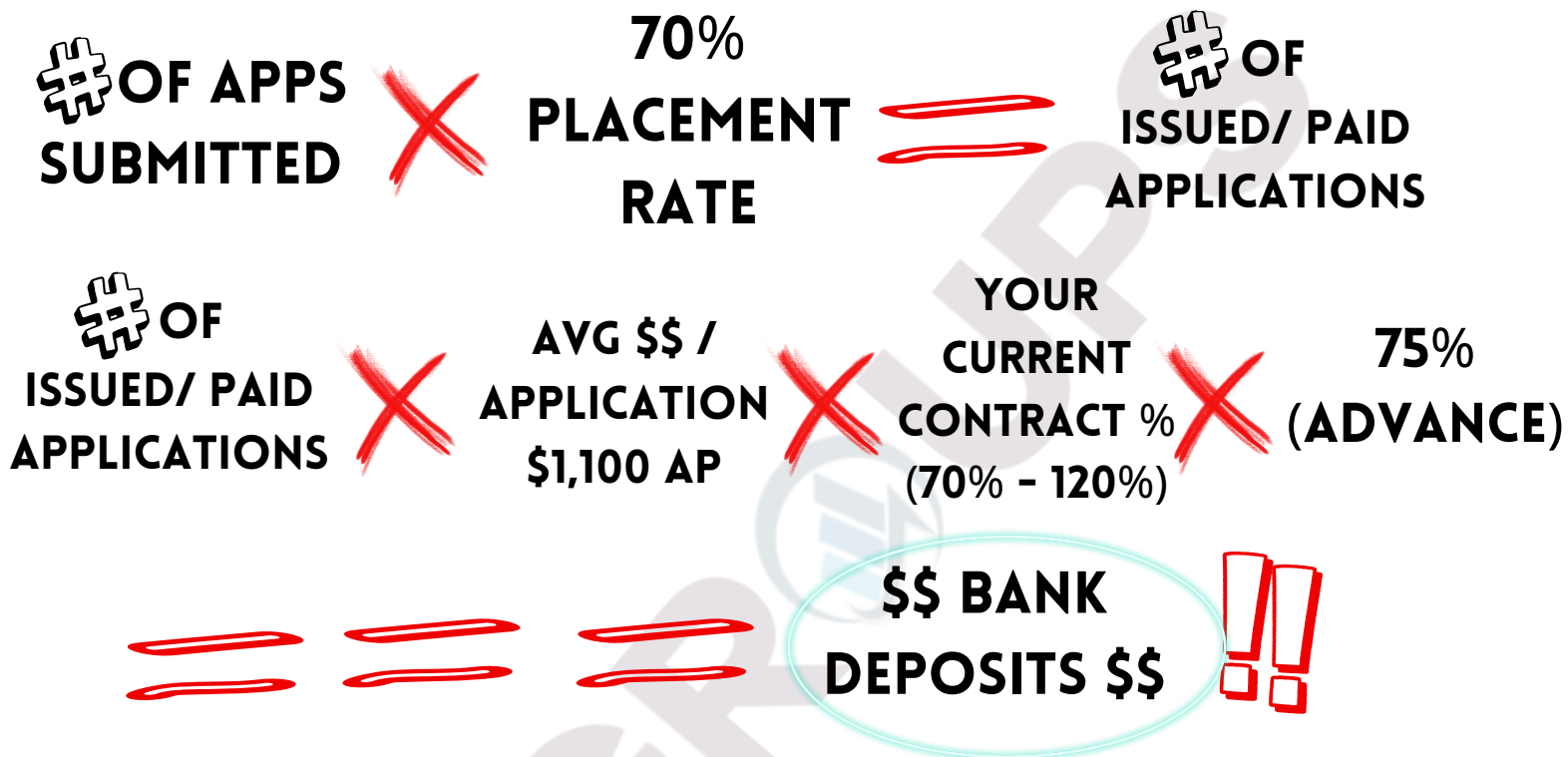
**7 STEP SCIENTIFIC METHOD** FOR **90 DAY GOALS**

# #5 ACTION PLAN DESIGN TOOL

# Finding YOUR Formula:

IF YOU TRACK **YOUR** PERSONAL DATA, YOU HAVE THE LUXURY OF BEING ABLE TO SET A **RESULT** BASED GOAL AND WORK BACKWARDS TO CREATE ACCURATE PROJECTIONS FOR YOUR ACTION PLAN.

HOWEVER TO GET STARTED WE CAN USE THE AVERAGE #S  
AVG AP PER APPLICATION \$1,100 & ALSO USE A 70% PLACEMENT (# OF APPS THAT GET APPROVED AND PAY)



## THIS is WHY we TRACK OUR NUMBERS!

SO now you need to know **your** WEEKLY ACTIVITY Conversion Rates of:

**# OF APPTS BOOKED WEEKLY** **VS** **# OF APPLICATIONS SUBMITTED**

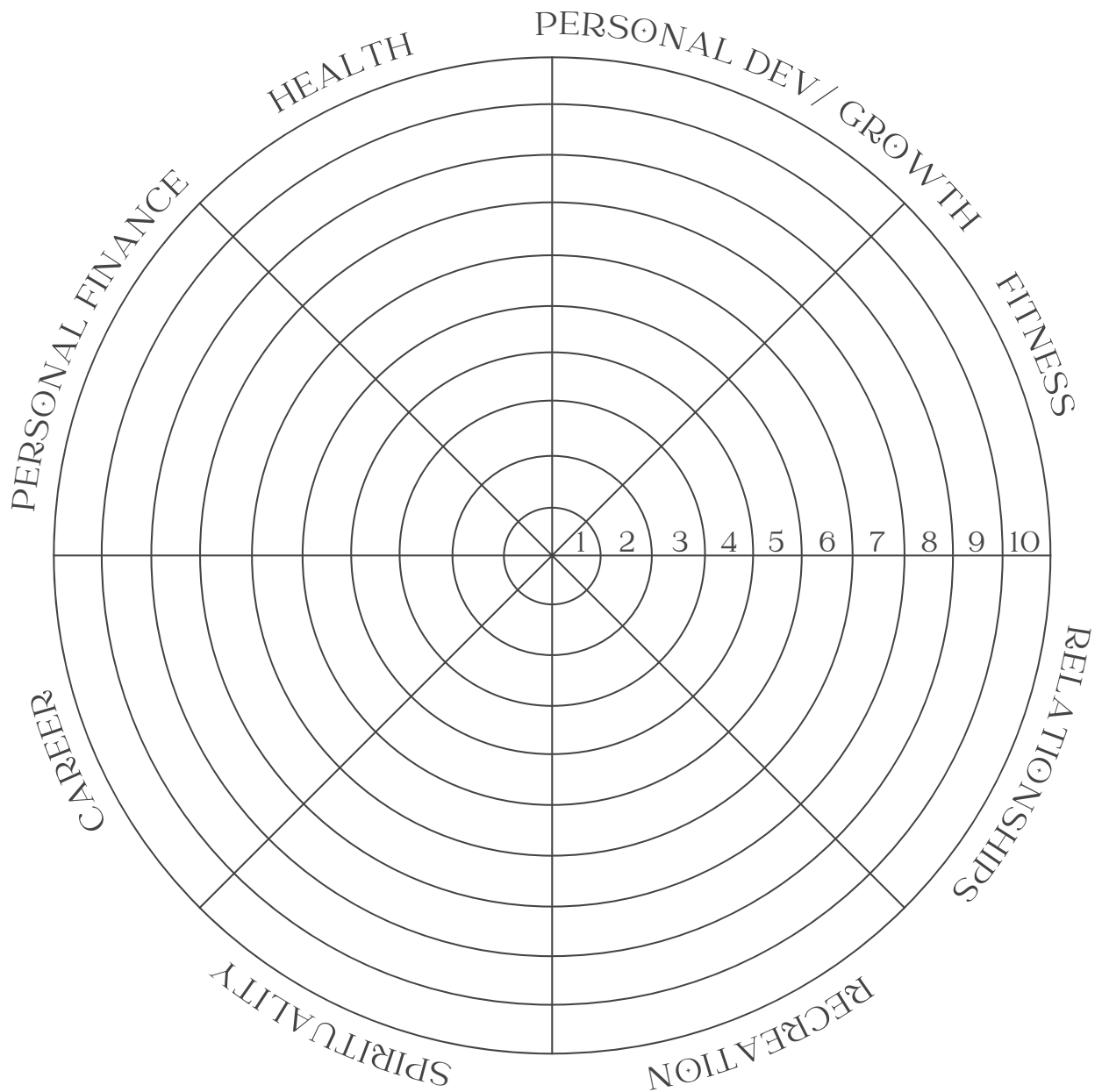
The REAL PROS know exactly how many DIALS they have to make to get X amount of CONTACTS to book X amount of APPOINTMENTS to reach their income goals!!

**# / # / #**  
**DIALS / CONTACTS / APPTS**

**WHEEL OF**

# LIFE BALANCE

THE WHEEL OF LIFE IS A GREAT TOOL THAT HELPS YOU BETTER UNDERSTAND WHAT YOU CAN DO TO MAKE YOUR LIFE MORE BALANCED. THINK ABOUT THE 8 LIFE CATEGORIES BELOW, AND RATE THEM FROM 1 - 10 UPDATE OFTEN.



**WE CAN ONLY GO SO FAR  
AND SO FAST WITH A**



**FLAT TIRE!!**

# GOALS

FOR EACH OF THE CATEGORIES BELOW, WRITE DOWN THINGS YOU ARE DOING WELL AND WHERE YOU NEED IMPROVEMENT. TAKE THE TIME TO REFLECT ON THESE, AND WRITE A GOAL FOR EACH CATEGORY.

CATEGORY	WHAT I'M DOING WELL	WHERE I NEED IMPROVEMENT	MY GOALS
<i>HEALTH</i>			
<i>FITNESS</i>			
<i>CAREER</i>			
<i>PERSONAL FINANCE</i>			
<i>PERSONAL GROWTH/ DEV (DAILY READING)</i>			
<i>RELATIONSHIPS</i>			
<i>RECREATION</i>			
<i>SPIRITUALITY</i>			