



What is Your Success Course?! (8-1)

How Do YOU Define Your Course to Success?

Setting specific goals with dates is one of the most powerful things you will ever do. If you have never understood the POWER of establishing effective goals, please take some time to review the following training sections: Why set goals (Training 8-2); How to set goals effectively (Training 8-3); and Deciding what your goals are (Training 8-4).

For our purpose we are going to focus on business specific goals.

- 1. Client Sales and Team Recruiting** - The first goal you are going to set is to obtain your first client and start developing your team, business development people, and referral network. You will then continue with this activity in client development, teach your people about the sales process, and build this simple building block model.
- 2. Commit to working a specific number of hours per week** - Setting a goal of how many hours per week you will dedicate to building your clientele and team will determine your commitment and your success.
- 3. Setting a financial goal** - Establishing your financial goals for the next three, six and nine months will help you keep focused on your goal of financial freedom.

To make it easy just copy the listed goals below to a document and replace the text highlighted in BLUE with your own information. Once completed, print your goals out and place them in a place you will see these goals and objectives every day.

Here is an example of how you can write the above goals in a positive statement:

Goal #1: "I, **YOURNAME**, will enroll a paying client and recruit a motivated business development person by **(use a date two weeks in advance of today's date)** and help my client to reduce their expenses and will help my business development person sell and close new clients."

Goal #2: "I, **YOURNAME**, will dedicate **X** hours per week, for the next twelve months, to build my business and will be committed to my success and the success of my team members."

Goal #3: "I, **YOURNAME**, am committed to earning \$_____ per week by **DATE (3 months from today's date)**."

"I, **YOURNAME** am committed to earning \$_____ per week by **DATE (6 months from today's date)**."



*“I, **YOURNAME** am committed to earning \$_____ per week by **DATE (9 months from today’s date).**”*

Of course, as you enroll and provide the work for one client every two weeks, you will have built twenty-four clients in one year.

With one business development person who comes into your team every month, you will have twelve people in your team in the next twelve months.

You can set, write, and follow through with whatever goals you desire. The key is to have a plan – called goals.

Studies have shown that reviewing your goals often, preferably daily, will increase their effectiveness.

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