



## **1, 2, 3 – Financial Goal Setting! (8-7)**

### **Break it Down: A step-by-step Plan to Reach the Top in Your Business**

So, you just started your company, or you have become an ATS Partner, or you have taken a position to develop a team, or you are mentoring your team. You have this idea that you will reach certain goals this month, this year, next year, and beyond.

So today is \_\_\_\_\_ and by \_\_\_\_\_ (write down a date one year later) you will be earning \$20,000 per month (\$240,000 per year).

### **Great Goal! How do You DO IT?!**

Follow your system, the ATS process and system, apply your goals each day, and keep in mind and heart, the bottom line is serving others (your team, clients, partners, ...). To develop relationships and clients, this starts through leads, appointments, prospecting, marketing, selling, providing your services / products, and supporting your team.

### **Hobby, Profession, or Business?**

Here is where you find out if you are treating this like a business or like a hobby. If you are following your mission, vision, goals, system (our Steps for Success System), it's a business for you.

If you are utilizing our system, sharing the solutions, serving others, and investing in your business growth in resources, then it's a business.

**Use the principles to break down your larger goals into an action plan full of smaller, daily proven, results oriented, accountable, and transparent steps.**

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**30+ years growing people, procurement, and projects!**