

- “If you fail to plan, you are planning to fail!”

- Benjamin Franklin

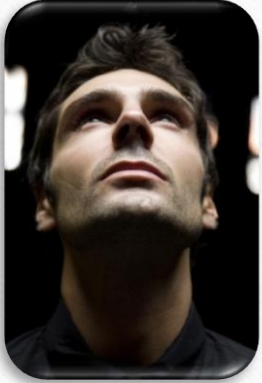


Without a clearly defined plan and set of goals, you'll wander aimlessly throughout the next year with no clear roadmap for where you're heading.

Vision & Goal Setting

*Whatever the mind can
conceive and believe—
it can achieve!*





Visualize Your Business Over the Next 30 Days

*Form a **clear mental picture** of your **successful business** and hold
this picture in your thoughts with **fixed PURPOSE** to get what you want,
and **unwavering FAITH** that **YOU DO** get what you want in 2016!
Whatever the mind can conceive and believe - it can achieve!*

Write down your 2016 Vision

- Vision is **God-given**, while ambition is man-made
- “**Write the vision**, and make it plain upon tablets, that **he may run that read it**. For the vision is for an appointed time, but at the end **it shall speak**, and not lie: though it tarry, wait for it, because **it will surely come**, it will not tarry.”

Create a Vision Board

If you can see it...you can have it!

- **VISION BOARD** - A collage of images, pictures, and affirmations of your dreams, goals, and things that make you happy.
- Images representing **whatever** you want to be, do or have in your life.



Whole Life Prosperity – Personal Goals for 2016



- Spiritual – Your spiritual life touched EVERY part of your life
- Soul – Mind, Will and emotions: Life follows your most dominant thoughts and imaginations
- Physical – Our health is our first wealth
- Family – Balance your life and build healthy relations
- Wealth – Wealth is like a strong city and poverty is destructive



6 Ways to Turn Desires into Gold

Think And Grow Rich-Napoleon Hill

- 1st** Fix in your mind the **exact amount of money** you desire.
- 2nd** Determine exactly **what you desire to give** in return for the money you desire.
- 3rd** Establish a **definite date** when you intend to possess the money you desire.
- 4th** Create a **definite plan** for carrying out your desire. Begin at once.
- 5th** Write out a clear, **concise statement**.
- 6th** Read your **written statement** aloud twice daily.

How to Set and Obtain Spiritual Goals

The 4th Dimension- Pastor David Cho

Pastor Cho in his book "The 4th Dimension," talks about steps to creative goal setting:

STEP 1: Set a faith goal. A clear-cut objective - write it down and see it clearly. Your heart should skip a beat when you read it.

STEP 2: Passionately pursue the desire. See it, live it, sleep it, walk it... Know that the Lord will satisfy the desires of your heart.

STEP 3: Pray and believe for the Assurance. Pray until you receive the assurance. With the assurance, your faith will reach out and grab hold of your objective.

STEP 4: Command and speak it. Claim it and give the Word.

Key Steps to Achieve Your Goals in 2016

- Renew your mind – Beliefs make up your self-image
- Guard your mouth – Confessions of your mouth come to pass
- Walk in love – Faith works by love, business is about relationships
- Be a giver not a taker – what you sow, you shall reap
- Be accountable
- Your success is wrapped up in your daily successful activities

Write Affirmations for 2016

What Is An Affirmation?

- *Affirmation* is a declaration that something is true
- Self-talk or inner dialogue
- A reflection of our inner truth or beliefs —True or False
- An affirmation is a carefully formatted statement that should be repeated to one's self and written down frequently



Why Affirmations Work



- Reprogramming the subconscious
- The mind instinctively responds to something it believes to be true
- Continually repeating affirmations with conviction and passion will chip away at even the strongest resistance.
- 7 Days to form a habit and complete transformation in 2 years!

Writing Affirmations

- For an affirmation to be effective, it needs to be...
 - Present tense,
 - Positive,
 - Personal, and
 - Specific.



Creating Your Own Affirmations

How to create your own affirmations

- Start by taking some time to think about areas in your life you would like to improve and how you might want your life to be.
- Write the most important ones down in a list.
- Now look at each item on the list and write out a few positive statements for each. They must be positive and in the present tense, focus on what you **do** want, **not** on what you don't want.
- Creating your own affirmations is the perfect way to get the right affirmations for you.





The New You

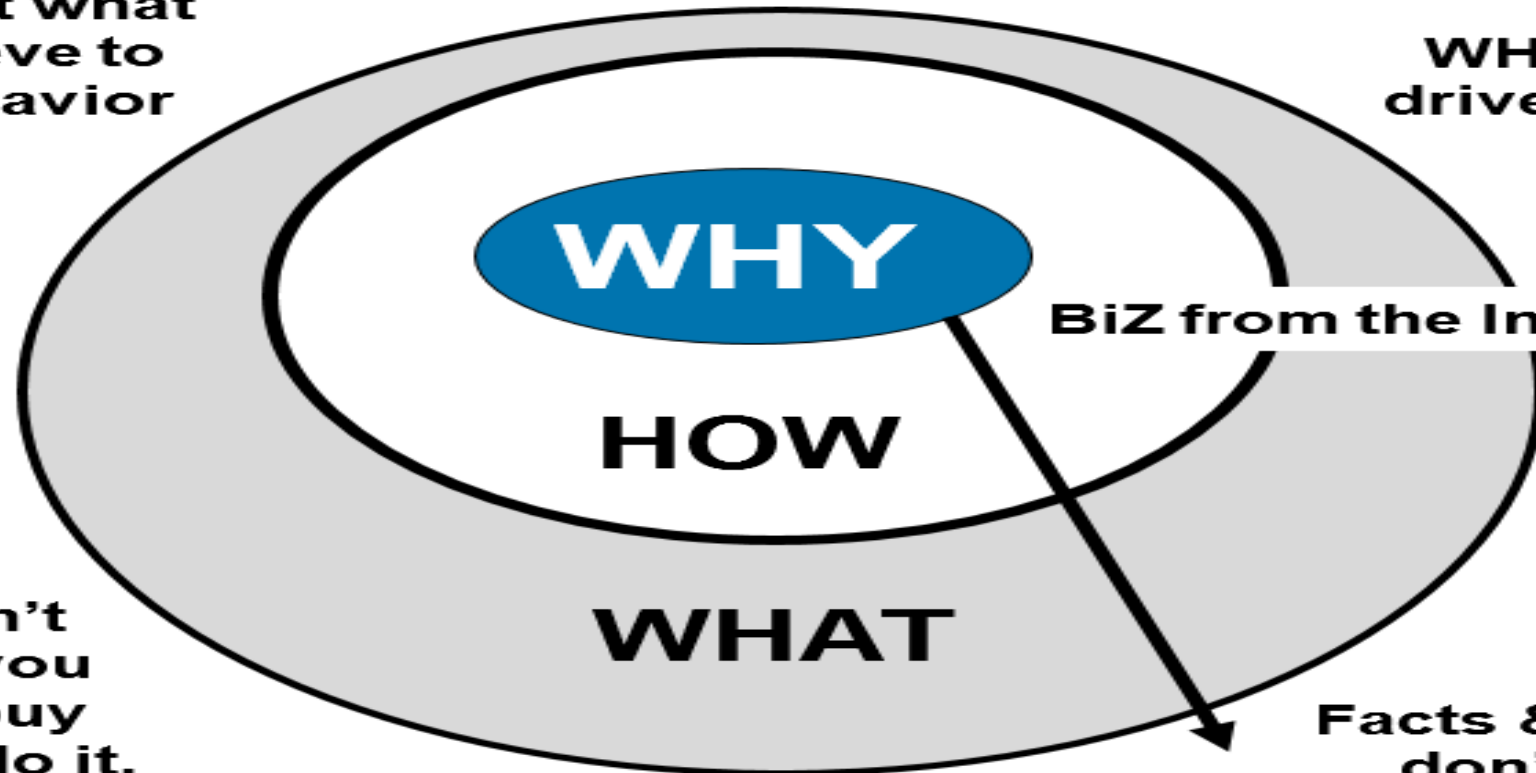
Because affirmations actually **reprogram your thought patterns**, they change the way you think and feel about things, and because you have **replaced dysfunctional beliefs** with your own new positive beliefs, **positive change comes easily and naturally.**

LEADER Who INSPIRE

The Golden Circle

Talk about what
you believe to
drive behavior

WHY & How
drive behavior



BiZ from the Inside OUT

People don't
buy what you
do...they buy
WHY you do it.

Facts & Figures
don't drive
behavior

Driven by Belief

Leaders WHO Inspire

- ▶ People don't buy **WHAT** you do...
- ▶ People buy **WHY you do it**...
- ▶ **WHAT** you do **PROVES** what you

BELIEVE



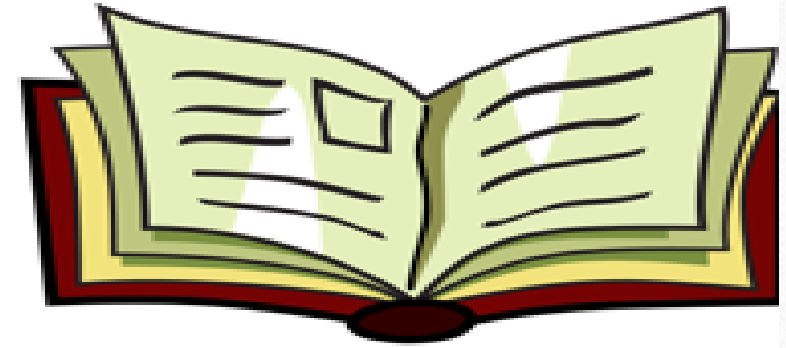
Leader WHO Inspire

- ▶ The goal is not to sell to people who **need** what you have...
- ▶ The GOAL is to sell to people who **believe** what you **BELIEVE!**
- ▶ **ACTION** is **DRIVEN** by “gut feeling or **the BELIEF!**

Overcome Resistance

- ▶ Prospects have a natural resistance
 - ▶ No confidence in your expertise
 - ▶ They doubt your motives
- ▶ Stories mitigate **both** forms of mistrust
 - ▶ The most educated will set aside cynicism and critical nature
 - ▶ Stories transport them from **listener to participant**
 - ▶ Stories suspend disbelief
 - ▶ Create emotions to **DO SOMETHING!**

Winning Stories



▶ Tell the whole story

- ▶ No short cuts
- ▶ Make listener identify with your character
- ▶ Make listener imagine what is happening...can happen the them
- ▶ Arouse emotion
- ▶ Offer HOPE and credible solution
- ▶ Stories will open the mind and experiences change the mind!

“Influencer”- Kerry Patterson

The Power To Change Anything

- ▶ Concrete and vivid stories exert extraordinary influence
- ▶ **ANSWER Two Questions:**
 - ▶ Will it be worth it?
 - ▶ Can I do it?

