

Recruits Name: _____
Contact # _____

Today's Date: _____
Field Trainer _____

DRILL DOWN ON YOUR GOALS

Top 10 Goals you want to get accomplished in the next 18 -36 months

1. _____	2. _____
3. _____	4. _____
5. _____	6. _____
7. _____	8. _____
9. _____	10. _____

Top 5 Goals you want to get accomplished first

1. _____	2. _____
3. _____	4. _____
5. _____	

Top 2-3 out of the 5 Goals you want to get done first

1. _____
2. _____
3. _____

What's the #1 most important goal out of these 2-3 goals you want to get accomplished in the next 18-36 months:

1. _____

What Does It Cost:

FOCUS

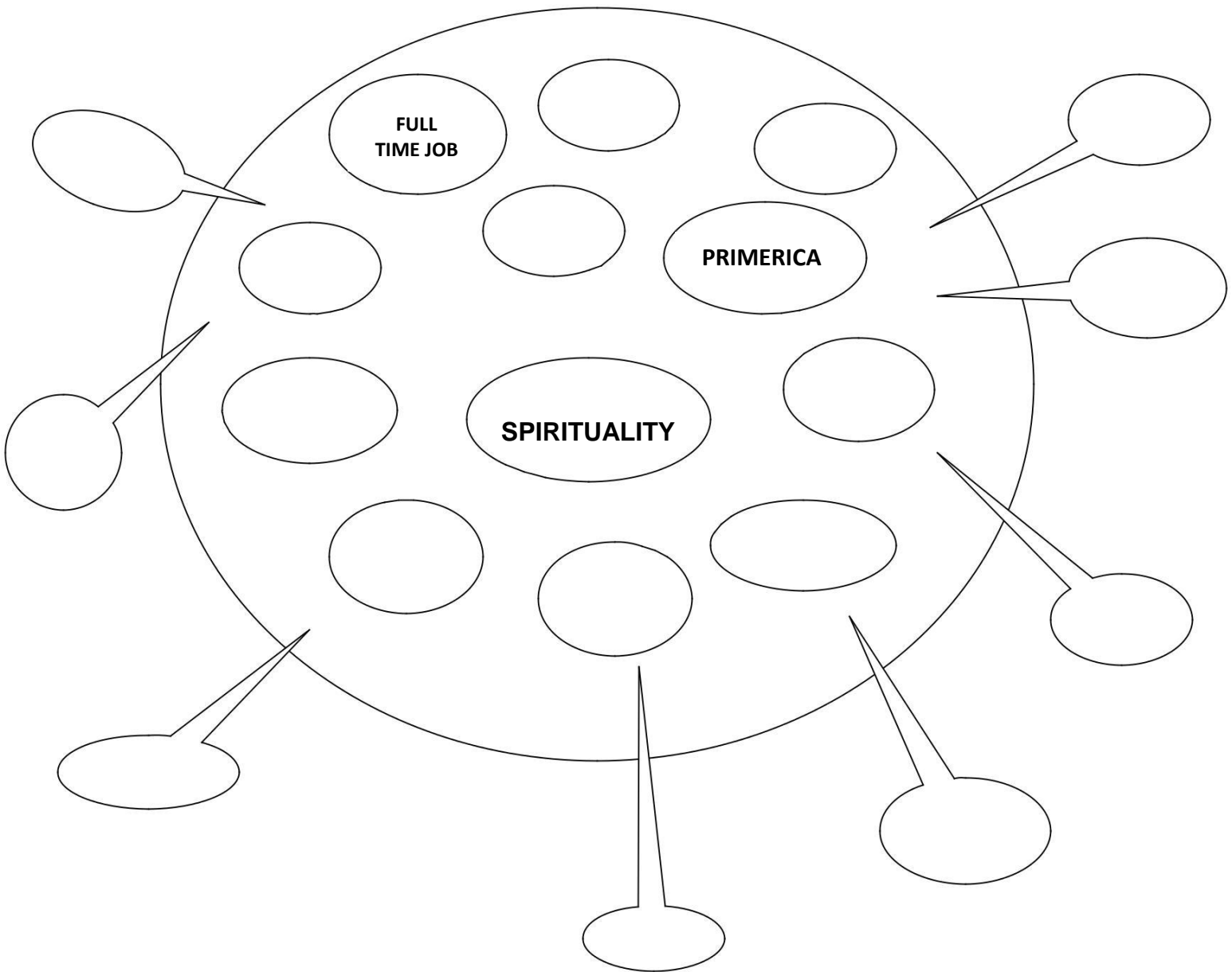
EFFORT

ENERGY

TIME

Who gets your FEET the next 18 months?

People on the INSIDE of the circle



Over the next 18 – 36 months the people inside your circle should get your **FEET**.

The people or events on the outside of your circle in the next 18 - 36 months can't get your FOCUS, your EFFORT, your ENERGY or your TIME because you are learning the business/systems. While you're learning the systems and building YOUR BUSINESS, you should be able to make \$25,000 - \$50,000