

IGNITE

SPARK 5:

SET GOALS THAT
MATTER

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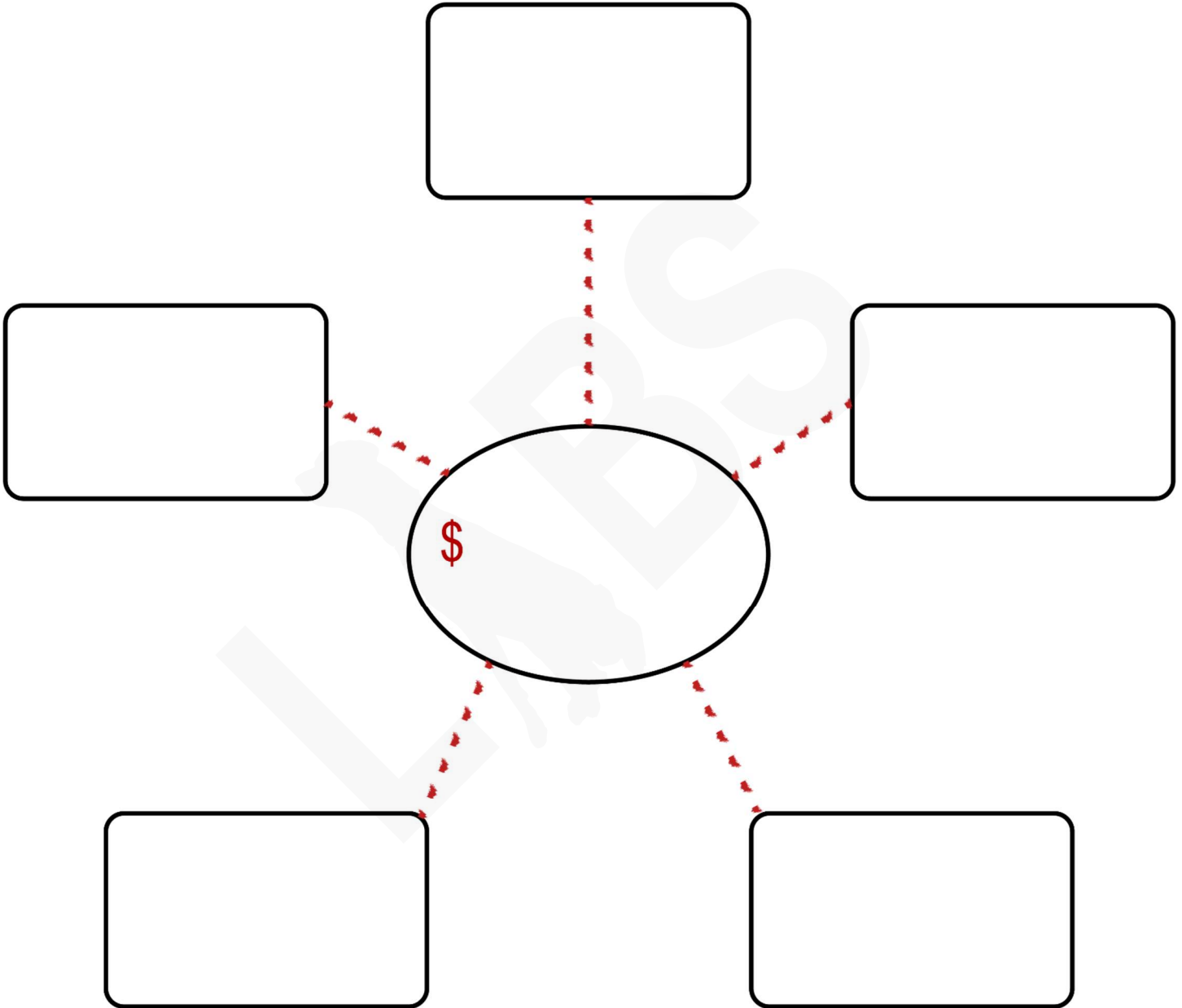
WARNING! Real estate agents who violate The Telephone Consumer Protection Act (TCPA) and the National Do Not Call Registry face potentially catastrophic legal damages. Do NOT use or leave artificial or prerecorded messages, and check the National Registry and your internal registry before you dial.

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Envision Your Big Life



Instructions:

1. On the rectangles, write a person or cause you care about, what impact you want to have on them, and how much it would cost.
2. In the circle, write the combined cost of each rectangle

Get Real About Your Goals

Your Market

Average Sales Price	\$
Average Commission (GCI)	\$

Your Market Center Fees

Cap (GCI x ___%, capped at \$_____)	\$
Royalty (GCI x 6%, capped at \$3,000)	\$
Total =	\$

Goal Transactions Calculator

A	Annual Net Income Goal <i>How much do you want to make this year?</i>	\$
B	Company Dollar and Royalty Cap <i>How much will you owe your Market Center?</i>	\$
C	Business Expenses <i>How much will you pay out for lead generation, salaries, education, etc.?</i>	\$
D	Total GCI (A+B+C) <i>How much do you need to make to hit your goal and be able to pay your Market Center fees?</i>	\$
E	Average Commission <i>What can you expect to make from each transaction?</i>	
F	Annual Transaction Goal (D/E) <i>How many transactions will get you to your goal?</i>	

Create Your 411

THE ONE THING

411 Action Goal Worksheet

MY ANNUAL GOALS:

PROFESSIONAL	PERSONAL
1	1
2	2
3	3
4	4
5	5

MY MONTHLY GOALS:

PROFESSIONAL	PERSONAL
1	1
2	2
3	3
4	4
5	5

MY WEEKLY GOALS

PROFESSIONAL	PERSONAL
1	1
2	2
3	3
4	4
5	5





Affirm Your Big Life

Let's write a personalized affirmation to anchor your daily activities to your vision for your big life. A strong affirmation is specific, measurable, and states your motivation.

EXAMPLE	<p>"I'm making this call to provide for my parents by paying off their house, because they supported and provided for me and I want to enable them to retire with confidence.</p>
FORMULA	<p>I'm <i>(business activity)</i> to provide for/support <i>(person or cause)</i> by <i>(what your money or time will allow you to do)</i>, because I want to <i>(state why you want to invest in this person or cause)</i>.</p>
YOUR TURN	<p>I'm _____</p> <p>to provide for /support _____</p> <p>by _____</p> <p>because I want to _____</p> <p>_____.</p>

Recap and Create Your Success List

Recap: Turn Aha's to Achievement

 <p>How has your thinking changed?</p>	
 <p>What do you feel differently about? What was meaningful for you today?</p>	
 <p>How will your behaviors be different going forward? What actions will you take?</p>	
 <p>What tools, models, or systems will you use? How will they make you accountable?</p>	