

PUT YOUR GOALS IN WRITING!

Does goal setting really work?

Let's look at a study conducted with the Yale Graduating Class of 1953.

They surveyed all students asking them if they had written goals for their life:

- 3% had put their goals in writing
- 97% had not written them down or had none at all!

Twenty years later, these same people were re-interviewed.

- The 3% who had written goals had 10 times the incomes than the other 97% **combined!**

There is **NO DOUBT** about it – **Goal Setting Works!**

- ✓ A goal is merely a dream until it is written down.
- ✓ You must find a goal that truly inspires you, something that will push you to do whatever it takes to accomplish it.
- ✓ Goals keep you focused help you create your vision.

1. List the top three (3) reasons **WHY** you want to build your Success University business:

- A. _____

- B. _____

- C. _____

2. Write down your Goals:

- My monthly income goal in **3 months** is \$ _____
- My monthly income goal in **6 months** is \$ _____
- My monthly income goal in **1 year** is \$ _____
- My monthly income goal in **2 years** is \$ _____

3. Write down your Commitments:

- I am committed to devoting _____ hours per week to my business.
- I will commit to inviting prospects and **attending** (even if I don't have a prospect on it) the following Live Calls every week: (List all calls you will attend with guests)