



In order to effectively achieve your new goals this year, you must first become aware of what you truly want and why you want it. Let's take a broad look first, then we will narrow down your view to the specific targets you wish to hit and goals you wish to achieve. Look at the list below and highlight any area of life you want to see an improvement in this year. Use the blanks to fill in specific areas of your own.

Personal:

Physical

- ❖ Better habits around exercise, eating, other healthy practices
- ❖ Worry or stress levels
- ❖ Greater physical energy
- ❖ Weight management

- ❖ _____
- ❖ _____
- ❖ _____

Financial

- ❖ Cash flow
- ❖ Debt reduction
- ❖ Special savings (vacations, college funds, etc.)
- ❖ Income and savings targets

- ❖ _____
- ❖ _____
- ❖ _____

Mental

- ❖ Mental clarity and focus
- ❖ Manage your thoughts, improve your core beliefs
- ❖ Increase your success identity

- ❖ _____
- ❖ _____
- ❖ _____

Emotional

- ❖ Master your emotions, holding yourself in positive energy
- ❖ Release worry, stress, and doubt
- ❖ Move past fear with ease and grace

- ❖ _____
- ❖ _____
- ❖ _____

Professional:

Business Development

- ❖ Knowledge, skills, strategy (product, company, compensation plan)
- ❖ Knowledge, skills, strategy (you – mental, emotional, empowerment)
- ❖ Time and money management
- ❖ Sales and marketing targets
- ❖ Social media/blogging/content marketing strategies
- ❖ Coaching and training skills to develop your team
- ❖ Leadership and influence abilities
- ❖ _____
- ❖ _____
- ❖ _____

Sales/Sharing

- ❖ Volume and production targets
- ❖ Activities targets (calls/parties/meetings/trunk shows/sharing appointments)
- ❖ Personal energy during the sales cycle
- ❖ Knowledge, skills, strategy
- ❖ Identity
- ❖ _____
- ❖ _____
- ❖ _____

Recruiting/Sponsoring/Enrolling

- ❖ Actual targets
- ❖ Activities targets (calls/interviews/sharing appointments)
- ❖ Personal energy during the recruiting cycle
- ❖ Knowledge, skills, strategy
- ❖ Identity
- ❖ _____
- ❖ _____
- ❖ _____

Great! You should have several items highlighted on your list. Now, go back through all of the lists and choose your top 10 most important targets. These are the top 10 areas in your life and business that are critical for you to see growth this year if you truly intend to achieve your goals and live the life of your dreams.

My Top Ten Goals/Targets for this Year *(cont. on next page)*

Closing the Gaps

For this activity, transfer your top 10 goals/targets into the blanks below. Then, for each question, rate yourself on a scale of 1-10, with 1 being as low as it can get and 10 being the top of the scale. Use the guide below to help you rate each area.

1. How important is it for you to achieve this goal or hit this target?

Think about the possible rewards for hitting this target and the price for missing it, and give the importance of hitting it a value from 1-10.

2. How would you rate yourself right now in this area?

When you look at your life at this moment in time, how would you rate your current life experience in this area?

3. How committed are you to closing the gap? The gap is the difference between where you are now and where you want to be.

1. _____

How important is it to you to hit this target/goal?	1	2	3	4	5	6	7	8	9	10
How would you rate yourself right now in this area?	1	2	3	4	5	6	7	8	9	10
How committed are you to closing this gap?	1	2	3	4	5	6	7	8	9	10

2. _____

How important is it to you to hit this target/goal?	1	2	3	4	5	6	7	8	9	10
How would you rate yourself right now in this area?	1	2	3	4	5	6	7	8	9	10
How committed are you to closing this gap?	1	2	3	4	5	6	7	8	9	10

3. _____

How important is it to you to hit this target/goal?	1	2	3	4	5	6	7	8	9	10
How would you rate yourself right now in this area?	1	2	3	4	5	6	7	8	9	10
How committed are you to closing this gap?	1	2	3	4	5	6	7	8	9	10

4. _____

How important is it to you to hit this target/goal?	1	2	3	4	5	6	7	8	9	10
How would you rate yourself right now in this area?	1	2	3	4	5	6	7	8	9	10
How committed are you to closing this gap?	1	2	3	4	5	6	7	8	9	10

5. _____
 How important is it to you to hit this target/goal? 1 2 3 4 5 6 7 8 9 10
 How would you rate yourself right now in this area? 1 2 3 4 5 6 7 8 9 10
 How committed are you to closing this gap? 1 2 3 4 5 6 7 8 9 10

6. _____
 How important is it to you to hit this target/goal? 1 2 3 4 5 6 7 8 9 10
 How would you rate yourself right now in this area? 1 2 3 4 5 6 7 8 9 10
 How committed are you to closing this gap? 1 2 3 4 5 6 7 8 9 10

7. _____
 How important is it to you to hit this target/goal? 1 2 3 4 5 6 7 8 9 10
 How would you rate yourself right now in this area? 1 2 3 4 5 6 7 8 9 10
 How committed are you to closing this gap? 1 2 3 4 5 6 7 8 9 10

8. _____
 How important is it to you to hit this target/goal? 1 2 3 4 5 6 7 8 9 10
 How would you rate yourself right now in this area? 1 2 3 4 5 6 7 8 9 10
 How committed are you to closing this gap? 1 2 3 4 5 6 7 8 9 10

9. _____
 How important is it to you to hit this target/goal? 1 2 3 4 5 6 7 8 9 10
 How would you rate yourself right now in this area? 1 2 3 4 5 6 7 8 9 10
 How committed are you to closing this gap? 1 2 3 4 5 6 7 8 9 10

10. _____
 How important is it to you to hit this target/goal? 1 2 3 4 5 6 7 8 9 10
 How would you rate yourself right now in this area? 1 2 3 4 5 6 7 8 9 10
 How committed are you to closing this gap? 1 2 3 4 5 6 7 8 9 10

Excellent! Now you will prioritize your list to find your top 3 targets/goals for this year. The best way to do this is to go back to each of the targets and study your gaps. Look for the largest gaps where you have also indicated a high level of commitment. If you are not highly committed right now to make serious changes in a particular area, even if that area has a large gap, then leave it off of your top 3 list for now. These items can be added to your list later.

My Top 3 Targets/Goals

Perfect! You have now become AWARE of what is most important for you to create this year. Transfer each of these 3 targets to the list below. Ask yourself the questions below, close your eyes, and really feel the answers before you write them down. The more you can emotionally connect with your answers, the more power you will gain from this exercise.

Your Why

Target #1. _____

Why do you want this goal/target? What will it give you? How will it make you feel? How will it change your life? What impact will it have on those you love? (your family, your team, your community, and those whom you have not even met yet)

Now let's look at your long term why. Think about your life for the next 5-10 years. What impact will achieving this goal this year have on your life in the future? What will the impact be on you, your health, your finances, your family, your career, and your long term future when you finish this goal?

Target #2. _____

Why do you want this goal/target? What will it give you? How will it make you feel? How will it change your life? What impact will it have on those you love? (your family, your team, your community, and those whom you have not even met yet)

Now let's look at your long term why. Think about your life for the next 5-10 years. What impact will achieving this goal this year have on your life in the future? What will the impact be on you, your health, your finances, your family, your career, and your long term future when you finish this goal?

Target #3. _____

Why do you want this goal/target? What will it give you? How will it make you feel? How will it change your life? What impact will it have on those you love? (your family, your team, your community, and those whom you have not even met yet)

Now let's look at your long term why. Think about your life for the next 5-10 years. What impact will achieving this goal this year have on your life in the future? What will the impact be on you, your health, your finances, your family, your career, and your long term future when you finish this goal?

Excellent job! Now, as you look back at these 3 targets/goals, identify which is the top priority, then second and third. While you can have many goals for the year, you will find the greatest success when you narrow your focus. Review your why for each target and let's pick the absolute TOP one, the most important target/goal for you to focus on during this class.

My Goal: (measurable target with dates, times, milestones to achieve)

What it will look and feel like:

Why I MUST achieve this goal:
