

Crystal Clear Goal Setting

By Darlene Rutledge

The following will help you keep your goal setting crystal clear and simple so that in the busy-ness of you day your goal is not lost in the shuffle...

Take 5 recipe cards and write this on each:

(Your Name)'s Ideal Day

\$200 Sales

2 New Selling Appointments

1 New Interview

- *Put one in your car visor so you can see it when you drive.
- *Put one card in your date book so you see it 5-10 times a day.
- *Put one card on your refrigerator because we spend time there.
- *Put one card on your computer so it reminds you what is really important.
- *Put one card in your wallet so you remember you need to warm chatter as you are paying.

At this Rate you will:

Sell \$1,000 a week/\$4,000 a month!

Book 10 selling appointments a week/40 a month!

Book 5 interviews a week/20 a month!