

## TEN STAGE OF GOAL SETTING

1. Excitement...Yahoo! I'm so excited about being in my power start, red jacket, etc. I'm committed to myself and my Director to complete this goal!!! I need the income and a new car and I'm ready to make it happen.
2. Making Plans...I can see it now! I've made my list of 25 contacts for booking and recruiting. I just know my best friends will book a party or want to be on my team. WOW, I'm so excited I just know I'm going to be successful!
3. Beginning...I've set the start date, beginning is winning and I'm going to get on that phone!
4. Shaky Beginning...I finally got someone to answer the phone (the first 10 didn't answer) and I have my first booking. I'm happy to have one on my datebook. I'm going to do this my way and I know that car will be mine soon!
5. I can see it happening...I have my first five classes and two interviews booked!! This is definitely my time, why not me, why not now, I'm excited!!
6. This is harder than I thought...four of my five classes cancelled. The two interviews held but they both said NO. I did get two more bookings for next month. I still have people on my list to call, but I'm finding this a bit challenging, maybe no one really wants to book with me.
7. THE BIG ONE: DENIAL OF THE GOAL AND RATIONALIZING...I Really Don't need my red jacket, or that car. We could use the extra money, but it isn't a necessity, we are doing fine. My family really doesn't want me on the phone so much or gone two or three nights a week. They are beginning to complain, the house is a mess, the clothes need washing, I haven't cooked three meals a day lately, and besides, I can do this in the summer or start fresh next year.
8. Paralysis...I do nothing, I don't even want to return my Directors phone calls. I duck and hide in the isles at the grocery store so I don't have to talk to my sister consultants. I'm not going to meeting, I really don't need them anyway and I'm tired. I might try to make one next week. Most of all, I really question if I have what it takes to do this. Other's tell me I can, but do they really know I can? Maybe I just picked the wrong time to start something like this.
9. Recommitment...I really DO want this in my life! My sister consultants are GREAT!! They truly want me to succeed and my family will be so proud of me when I do. This really could make a big difference in our lives. I'm going to work until I achieve this! I may even become an NSD and drive a pink Cadillac! I can do it and I will do it so look out!
10. I DID IT!...The thrill of achievement and the joy from helping others!

Every goal you ever set will go through these stages or similar ones. It does get easier each time you go through them. Which stage are you at right now in your business? If you are at 7 or 8 how long do you plan on staying there? The best thing to do is reach up! Someone has been where you are and has probably experienced what you are feeling. The more maturity we have in our business the easier it is to reach up rather than give up!