

## PRELIMINARY GOALS WORKSHEET

One of the keys to success in the business is leadership. Leadership requires two key ingredients: (1) you must set goals and know what you want out of the business, and (2) you must have a PLAN OF ACTION to achieve these goals.

### WANTS & DREAMS

List everything you want (i.e.: new car/boat, new home, vacation, debt reduction, time with family, time freedom, ministry, etc.)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

### WHAT I'M WILLING TO DO OR OVERCOME

List everything that you are willing to give up or overcome in order to become successful in Market America (i.e.: fear of talking to people, fear of failure and/or rejection, "couch potatoism" ... there is no BV in TV)

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

### SPECIFIC BUSINESS GOALS

I will sponsor my first two people by \_\_\_\_\_

I will achieve my Coordinator Level (1<sup>st</sup> \$300 check) by \_\_\_\_\_

I will achieve Executive Coordinator Level (1<sup>st</sup> \$1,500) by \_\_\_\_\_

One year from now, I will be earning \$\_\_\_\_\_ per month.

To make this happen, I will dedicate \_\_\_\_\_ hours per week to my business. I will dedicate the following days/nights to my business.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_