

Week 4

# FIVES FOCUS FOR THE WEEK OF \_\_\_\_\_

**“IT’S NOT HOW MUCH YOU WORK: IT’S HOW WELL YOU WORK CONSISTENTLY!”**

1. Five new contacts daily (Business cards, referrals, warm chatter...)

Monday	Tuesday	Wednesday	Thursday	Friday

2. Five customers contacts daily (Calls for reorders, Preferred Customer Program, to invite...)


3. Five interviews weekly (Individual, “practice”, guests...)


4. Five classes weekly (Booked by this Friday for the following week...)

5. Five TimeWise sold weekly (Think of your multiplying reorder business...)

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If you fill in every line with a name, your business will take off like a rocket!! Challenge yourself to focus on these fives and improve your “score” every week!!

Scores: Last week \_\_\_\_\_ This week \_\_\_\_\_ Goal \_\_\_\_\_

# Making Your Goals Believable and Achievable

Well-planned goals can keep your life in harmony while a positive attitude can carry you to the heights you deserve. Consider these suggestions to help you set your goals and make them believable AND achievable!

1. Identify your goals specifically. Visualize and imagine yourself having already achieved your goal.
2. Put a date on it. Without a deadline you really don't have a goal.
3. Make a list of obstacles you may have to overcome in order to achieve your goal.
4. Identify the people who can help you get to your goal.
5. Find out from those who are already where you want to be what you will need to know or learn to get there.
6. Develop an action plan. You need a track to run on.
7. Decide "What's in it for me?" You need to know why you want to accomplish your goal. Decide how you will benefit from achieving each goal and write it down. Without knowing this, you can't truly be sold on your goal.
8. Maintain a positive attitude. Remember, much of the way you feel is determined by the way you decide to feel. Accept responsibility for your own actions. Build a winning attitude by:
  - A. Changing the way you say "hello." Put pep in your "hello" and a peppier you will follow.
  - B. Taking care of your body. Achieving goals requires vitality.
  - C. Feeding your mind every day. Self-image is a determining factor in every person's success. Override a negative input you might receive.
  - D. Taking time to love. Remember, God first, family second, career third.