

The most important part of your upcoming year is the “FIRST 90 DAYS” because the actions you take during this time will set your course for the year ahead.

*Sandra Tillinghast, ENVP*



# Goal Setting 2011

Your imagination is the preview to  
life's coming attractions  
*-Albert Einstein*



THE TRAGEDY OF LIFE DOES NOT LIE IN NOT  
REACHING YOUR GOALS, THE TRAGEDY LIES IN NOT  
HAVING ANY GOALS TO REACH.

IT ISN'T A CALAMITY TO DIE WITH DREAMS  
UNFULFILLED, BUT IT IS A CALAMITY NOT TO DREAM.

IT IS NOT A DISASTER TO BE UNABLE TO CAPTURE  
YOUR IDEALS, BUT IT IS A DISASTER TO HAVE NO  
IDEAS TO CAPTURE.

IT IS NOT A DISGRACE NOT TO REACH THE STARS, BUT  
IT IS A DISGRACE TO HAVE NO STARS TO REACH.

**-DR. BENJAMIN MAYS**

# Goal Setting 2011



- 1. PREPARE BY REVIEWING 2010**
- 2. WRITE OUT YOUR MOST IMPORTANT GOALS FOR 2011**
- 3. MAKE A TREASURE MAP, GOAL POSTER OR VISION BOARD**
- 4. PUT THE SUPPORT YOU NEED IN PLACE RIGHT NOW**

# 2010 - Year In Review



- List 10 major wins or accomplishments you experienced.
- In what ways have YOU grown or developed yourself in 2010?
- What are you most proud of?
- What are 2 or 3 “lessons” you learned?
- What did you do that took you out of your comfort zone?
- Where did you get stuck or off track?
- What one change would you like to make that will set you up for more success in this coming year?
- List 3 people who’s life you impacted in 2010.



*Your Most  
Important Goals  
For 2011*

3 Business Goals

1 Personal Goal

1 Health Goal

1 Financial Goal

1 Fun Goal



**DON'T LEAVE IT TO CHANCE  
CREATE YOUR LIFE**



A Goal  
Is A  
Dream  
Set To  
Paper



***Don't Just Think It-Ink It!***

# Who, What, When, How Many, How Much




- Who will you talk to?
- What is your purpose? What will you say?
- When will you talk to them?
- How many people will you talk to?
- How many presentations will it take to reach your weekly, monthly goals?
- What will your volume be each month?
- How many new DM's and AM's will you promote
- When will you become RVP or NVP

# REVIEW



- 1. DO THE END OF YEAR COMPLETION**
- 2. CREATE A GOAL POSTER/TREASURE MAP/VB**
- 3. PUT SOME SUPPORT IN PLACE/GET AN ACCOUNTABILITY BUDDY**
- 4. DON'T JUST THINK IT-INK IT!**
- 5. CALL YOUR UPLINE TO HELP WITH YOUR STRATEGY**
- 6. BE SPECIFIC**
- 7. DO IT NOW**
- 8. FOCUS ON WHAT YOU WANT...WHAT YOU FOCUS ON INCREASES**



You have brains  
in your head  
and feet in your  
shoes you can  
steer yourself  
any direction  
you choose.  
You're on your  
own and you  
know what you  
know and you  
are the one  
who'll decide  
where to go.

-Dr. Seuss

