

## Goal Setting

Objective: Have a long term vision of where they are going with their career.

### 1. Explain the importance of goal setting

Harvard Studies 3% of people are independently wealthy  
27% of people have to work but are well off  
45% of people barely get by  
25% of people depend on others to take care of them

What sets them apart?

3% have written goals they look at everyday  
27% know their goals, but they aren't written down  
45% daydream  
25% have no goals at all

That is the importance of goals!

### 2. Decide what your vision is long-term. Director / Not Sales Director

### 3. Decide what the first step is to get there.

Your first team members?

First interviews, etc. ?

First client?

### 4. Breakdown the goal into bite size pieces. How many facial-on-the-go's to get to 25 clients, then on to 50 thru 75, to 100!

### 5. Give yourself a time limit. What is your date of accomplishment? How many contacts to book interviews, etc. How many interviews to get a new team member?

### 6. Address the obstacles that will get in the way ahead of time, so you know what to expect. Discuss obstacles.

### 7. Talk about the people who will try to drag you down.

### 8. Talk about once you attain the goal the feelings of pride and accomplishment they will feel.