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Goal Setting Worksheet.

Quotes for the Million Dollar Earners

If load your gun and shoot randomly into the air, you will hit it with amazing accuracy. But you can't eat or sell the sky. Momentous achievement comes as a result of taking purposeful action directed at meaningful goals.

- Clay Stevens

People get passionate about things that _____ themselves not great cars, huge houses or fantastic vacations. They get excited about things like endangered species, world hunger, perpetual education funds, ending child abuse and et cetera.

By setting goals, you will also _____, as you recognize your ability and competence in achieving the goals that you have set.

People who don't set goals achieve them _____ of the time.

A clear definition of what you want helps you quickly spot things that may _____ you or _____ you away from your plan for achieving your goals.

Step 1 – Set goals in a progressive manner. Start with _____ goals. Then move to _____ goals.

Everything in your life needs to _____ your goal(s). If you're really not passionate about your goals then your goals will lack _____ for you.

Step 2 – You should set goals in all of these areas of your life:

1. _____,
2. _____,
3. _____,
4. _____,
5. _____,
6. _____.

Setting goals in each area of life will ensure a more _____.

Step 3 – Write your goal out in **complete detail** including how you intend to celebrate its accomplishment.

Close your eyes and visualize what it: feels, smells, looks, tastes and sounds like to have your goal.

This level of detail gives the mind a _____ to work on.

Make sure to include how you intend to _____ yourself for _____ along the way to your big hairy audacious goals.

Step 4 – Write down your goals.

People who have a written set of realistic goals have something to _____ their progress against.

After your goals are established you need to:

1. **Share your goals** with people who are critical in helping you achieve your goal(s).
2. **Review your goals daily**
3. Every time you make a decision during the day, **ask yourself “if this takes me closer to, or further from my goal.”**
4. Once you have your plan, you **start working to achieve it**. Include activities that support and foster your goals in your daily planner or schedule.

Skill Mastery Practice

1. What has kept you from setting and achieving goals in the past?

 2. Write at least one business goal using all 4 steps of the goal setting process. Make sure to include the progression from short term milestone goals to the BIG Hairy Audacious.

 3. Make a mark for each of the activities (share, review, ask yourself and work) you complete this week with your new goal(s).
 - Share your goals with people who are critical in helping you achieve your goal(s).
 - Review your goals daily.
 - Every time you make a decision during the day, ask yourself “if this takes me closer to, or further from my goal.”
 - Once you have your plan, you start working to achieve it.
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- Refer to Scenario #8 on Goal Setting in the Rigged For Success book for a great practice activity.

 - Listening assignment. Listen to CD #5 in Skills of the Million Dollar Earners on this topic OR [Recommend your own favorite Audio on this topic of you or your company have one].