

BUILDER BOOT CAMP STEPS TO SUCCESS 1-14-2013

1. **Decide exactly what you want.** Be specific, if you want to increase your income, decide upon a specific amount by retailing and sponsoring. If it's a Leadership title like Builder or Designer, how will that affect your income... you need to know.

2. **What will you gain from your goal?** Picture what you will accomplish and what that means to you or your family. Ex., will it pay off my credit card, buy a car, buy a house, take a wonderful vacation, etc... you decide and then picture it or you won't work towards it when the going gets tough.

3. **Write it down!**

4. **Set a deadline for the goal.** Must be reasonable, will probably need several smaller deadlines to reach the goal. This creates a "forcing system" . You are not a failure if you have to change your deadline, your "plan of action" may need tweaking.

5. **List EVERYTHING you can think of that you can possibly do to achieve that goal.** You have to break it down into smaller pieces.

* List the obstacles you will have to overcome.

* List any additional knowledge you will need to find

Example: list of who you will call, how many calls you are willing to make each day, get the verbiage you need, what can you do if you don't have enough contacts, join a new group, think outside the box & do something that absolutely intimidates you, etc...

6. **Organize your list by priority.** What must be done first ?

7. **Take action immediately!** That means tonight or first thing in the am, no excuses, if you need to get up an hour earlier so you can make & organize the list-do it!!!! whatever it takes. Do not focus on results yet, just action.

8. **Do something every single day.** It will take more than 15 min. a day but you can break it down into 15 min intervals throughout your day. Figure out how to “do” in the “nooks and crannies” of your life. Your list must remain with you 24 hours a day, you never know when you will get a minute to make that call -on break, lunch, sitting in the car, waiting at the bank or at the store.

****When you decide upon a goal, you override your failure mechanism and change the direction of your life.***

**** Only 3% of adults have written goals, & everyone else works for them”.***

The Power of Discipline by Brian Tracy