

When I say the word “goal” what do you think of? If you spend the amount of time I do on the soccer field, the noun “goal” may have come to your mind... a pair of posts linked by a crossbar with a net behind it, forming a space into which the ball has to be sent in order to score.

Today though we are going to talk about the **verb** “Goal” My desire is for us to better understand not only the importance of written and spoken goals but also to know how to develop a plan to turn our goals into reality.

What is your biggest goal in Premier! Go ahead and put it at the top of your page. It may be making \$1000 a month, or quitting your full time job, or making 6 figures. Maybe it is being in Premier leadership or having your own team of 100 people. REALLY dream, no boundaries ...Write it down!

Are you simply waiting for that and other dreams to come true and change your life? I am sorry to tell you that dreams don't just come true. Rather, it is goals that must be established that can forever change your life and turn those dreams into reality.

Have ever experienced frustration from dreaming about what Premier can do for you or saying you want to achieve something and still not have “gotten there”? I want you especially to get ready to change your world!

To make sure we are on the same page let's first look at 4 important distinctions between Dreams and Goals. You may find that you really wrote down a Premier dream vs a goal in Premier~ they really aren't interchangeable.

1. Goals are something you are acting on. Dreams are something you are just thinking about. Goals require action. Dreams can

happen without lifting a finger, even while you are asleep. Do you realize that **Your current actions are creating your future**. Write that down “MY CURRENT ACTIONS ARE CREATING MY FUTURE” If you want to predict your future health, look at your current eating and exercise habits. You want to predict the health of your marriage, look at your interactions with your spouse now. You want to predict your business success and future income look at the actions you take each day!

2. Goals have deadlines. Dreams are just, well, dreams. Goals have a time limit. Dreams can go on forever. In fact, many people maintain dreams their entire lives or time in Premier without ever reaching them. Whether short term or long term, goals all have to have a deadline.

The third difference in goals and dreams is that

3. Dreams are free. Goals have a cost. While you can daydream for free, goals don't come without a price. What is the cost? Time, money, effort and sweat and most of the time sacrifice. BUT, the good news is **Goals produce results. Dreams don't.**

4. Goals must have focus. Dreams don't. Dreams can be drifting, ever-changing thoughts and stretch our imagination. Goals must be laser-focused, require hard work, specific and they must be always on your mind. The dream inspires you and brings motivation but the goals make it happen! Goals will grow you! They increase your skills, your abilities, and change you forever.

So, where do you start?

Regardless of your dream, the first goal is to identify a mission statement that has a personal, emotional attachment

Look at the goal you wrote down. Does it have a strong emotional attachment? For example: You wrote that you want to be a Designer. Do you want to be a designer or do you want to pay off credit cards and you have learned if you make Designer you will have the income to do just that?, If you wrote that you want to be in senior leadership. Is that what you want or do you know that being in senior leadership will allow you to be able to quit your full time job to be home with your kids. You want to win the Canada trip? Really or do you know that going on that trip would provide a much needed get-a-way with your husband? Maybe you said you want to make Quick Start 12 – why? If you accomplish your goal what will that mean to you, your spouse, your family – Can you see it? This strong, emotional attachment and stake in the outcome is key to producing the needed passion.

Most people in business focus on their business goals separately but we have to learn that business is JUST PART of life, and it is actually your life vision or mission statement that gives traction and relevance to your business. That is why we have to begin with a personal vision. After that is established, we can move on to what your business needs to look like in order to align with and enable your personal vision. The more personally compelling your vision is, the more likely it is that you will act upon it daily!

It's no secret that if you are going to reach your goal, you will most likely move through some fear, uncertainty or discomfort. Your compelling vision (or dream) is what you want even more than the possible short term discomfort or fears. That's why hearing 'NO' or getting a replacement doesn't get in the way for some people! They are focused on the vision and not that particular instance. Did you know that comfort is typically the number one thing that you will have to sacrifice to achieve what you are capable of?

SO how do we set our goals once we know our vision? How do we align our shorter term goals and plans with the long term vision without getting totally overwhelmed? I want to introduce the concept of a GOAL MOUNTAIN

Draw a big triangle on your page.

At the top put your big goal and let's all use DESIGNER as the example

Beside that put your WHY you want that – the emotional attachment!

In the next level break down your goal into 3 smaller goals

7 first levels (# you currently have)

36 shows (#you currently have)

Grow personally (leadership)

That may still seem pretty overwhelming so

In the next level break each of those down

Share Premier with x number of people, learn how to get appointments, learn the marketing plan by attending OP's, listening to the Draper, Terrell, Flynn, Unger calls, watch the 10 minute video many times, understand the Marketing brochure, learn how to overcome objectives, learn how and when to follow up

Book x number of shows to hold 36, Have an effective, complete show that you love, hostess coach effectively, use the simple letter show, role play your show, verbiage to date a show

Read By Chance or Design, Read John Maxwell Developing the leadership within, Read Dare to Dream / Work to Win/Attend Monthly Trainings/ Attend Rally

Once you are down to a realistic level, these 4 steps will help you come

up with daily and weekly “tasks”

1. ASK QUESTIONS What growth/knowledge will you need to acquire (example how to create a list of who to call, what verbiage to use, how to follow-up)? What are your obstacles? Who can help you overcome those? Speak to those that have already achieved your goal! Network! You don't have to pay \$ - just call people!!!! List everything you can do to achieve your goal/deadline

2. PRACTICE - Target – aim – have to practice!!! So many times we think we need more training, more knowledge, more support, more contests, more promotions Did you know that most people have the capacity to double or triple their income just by consistently applying what they already know?!? People continue to place blame, chase new ideas and start the process all over again. If we will learn to execute well the few tasks and strategies that are already in place our success will be won! The difference comes in not knowing but applying/doing!

3. All about EFFORT or that 4 letter word ‘work’. Learn to take action today but stay focused on the activity not the result. There must be a sense of urgency. We tell ourselves we will get it done tomorrow! Every week is important, every day is important, every moment is important. Make every day count. Create short term deadlines because then there is always a sense of urgency. Plus, meeting short term goals builds a foundation for accomplishing your dreams and builds confidence.

4. LOOK AT PROGRESSION

Weekly plan – Take the first 15-20 minutes of a new week to review your progress from the past week and plan the upcoming week. Each day of the week check back to your weekly plan!

Break down your results –If you don't reach your goal that's sometimes part of it: re-evaluate, refocus, gain perspective, track your progress (check in on yourself and be honest), look at what is working and learn from mistakes and seek help

Sometimes goals have to be adjusted especially with some family situations. The path to your goal may have ups and downs but your passion will keep you focused thru the ups and downs.

Remember - It's not where you start! It's where you finish!

Sometimes it takes more than one try!

Some of you may have already filled out a goal sheet something like this? It was in the new 2015 Premier calendar – using one of the QR codes. It is available on Tandy's and my website. Fill it out and share your goals! It's scary but do it! Goal setting actually keeps you focused and organized.

Ladies, I hate to break it to you but we aren't Wonder Woman! That may be your dream, but it's an impossible goal! Break down your goals using the Goal Mountain approach. Find a running buddy to or ask your sponsor to help you!

Sometime today I would love for you to ask each other what "goal" you put at the top of your page. But, more importantly what their personal mission statement is – the emotional attachment to wanting to achieve your GOAL! What is at the top of YOUR goal mountain? Break it down to daily and weekly tasks that make your goal possible...one day at a time! Leaders – maybe this can be your next training..... After of a vision board have everyone make a GOAL MOUNTAIN!

Let me close with this:

It is your personal vision that keeps you in the game when things become difficult and uncomfortable. The reason so many people fail to follow through with their business goals when things become difficult is due to a lack of connection with their personal lives. Your business goals are not the end in themselves, but the means to an end. Premier is Premier – it's not your whole life (or mine!) Premier is the vehicle that God has placed in your life to help make your dreams a reality!