



GOAL SETTING TEMPLATE

One of the first things my coach had me do was set a goal for my business. Why? Because in setting, writing and speaking my goal out loud, the chances of it actually happening will increase tremendously.

This month I want you to focus on setting a goal for your business.

A goal not written is merely a wish list.

Your goal for your business should be **SMART!**

Goals should be-:

Specific – Be very specific about what you want to become and want to achieve. No maybe's, but's or hopes! Become very clear about the life you want to live in achieving this goal and exactly what you want to do to achieve this goal. The clearer you are the more likely that you will achieve your goal

Measurable – Your goal should be measurable. How would you know when you have achieved your goal? What difference will you see or experience once you have achieved your goal. How will you measure your success? By the amount of money you make? The amount of clients you have? Or the amount of people you have helped?

Attainable – Your goals should be attainable. Can you realistically attain what you set out to achieve. Can you actually visualize it? Have others accomplished it? How much time to do you need to attain it?

Realistic – Be true and realistic with your goals. Do not set a goal so unrealistic that you know you cannot achieve it. Be realistic about your time, your ability and your resources. Understand exactly what you have in front of you.

Time Bound – set a specific time by which you want to achieve your goal. Visualize the date by which you want to achieve it, the time of the day and exactly what kind of day it will be.



A written goal with no action will reveal no results. Setting your goals prepares you to get into action. So let's start setting your **GOALS** now! We are going to set a goal for the next 90 days of your business. Why 90 days? Because you can easily see what can happen in 90 days as opposed to 360 days. Every 90 days you can reset your goals based on the results you have achieved over the last 90 days.

I like to follow a template I learnt from studying Napoleon Hill

Complete the sentence

By _____ (insert date), I will have in my possession (insert amount), which will come to me in various amounts from time to time during the interim.

“In return for this money I will give the most efficient service of which I am capable, rendering the fullest possible quantity, and the best possible quality of service in the capacity of

(describe the service or merchandise you intend to offer in exchange for the money).

“I believe that I will have this money in my possession. My faith is so strong that I can now see this money before my eyes.

I can touch it with my hands. It is now awaiting transfer to me at the time, and in the proportion that I deliver the service I intend to render in return for it. I am awaiting a plan by which to accumulate this money, and I will follow that plan, when it is received.”

(Print this out and stick it up where you can see it and repeat it out loud everyday!)



Let's take it a step further!

To get what you want you need to be specific. Saying you want some money is not enough for you to see it actually come to life.

The question you should ask yourself is how many clients you need to work with daily/weekly/monthly to generate the desired income. So, let's get down to it-

1. What exactly do you want to do? Be **specific**.
2. From what you stated in 1, how would you know when you have achieved it? How do you **measure** it?
3. From what you stated in 1 above, how **attainable** is it? Do you have the resources to attain it? Has it been done before?
4. From what you stated in 1 above, is **your goal realistic**? Again, has it been done before and do you have the resources to get it done?
5. From what you stated in 1 above, in what **time** frame are you planning to accomplish this goal? 30 days? 60 days? 90 days?
6. Write down a 3 month goal for your business using the SMART model



7. Write down a 6 month goal for your business using the SMART model

8. Write down a 12 month goal for your business using the SMART model

