

# GETTING STARTED goal setting

## It All Starts With A Goal

Write down your primary goal and post it on your bathroom mirror, refrigerator, in your home office, or anywhere else so you can see it every day.

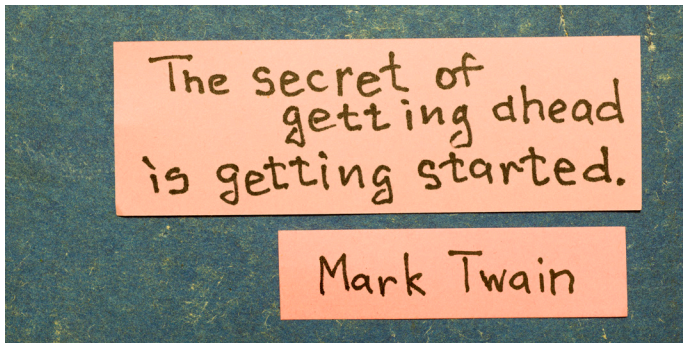
Figure out what it will take to get there. It may look a little scary at first, so try breaking it up into smaller, more manageable pieces. Then get started on one piece at a time.

*"I am convinced that life is 10% what happens to me and 90% of how I react to it. And so it is with you... we are in charge of our attitudes."*

~ Charles R. Swindol



## Plan to Succeed



*Perhaps the hardest part of any journey is the first few steps one has to take.*

*As creatures of habit we tend to do the same things we've always done. Typically, we find a routine that is easy and comfortable.*

Like a wheel in a well-worn groove, we tend to follow the path that our habits create by default rather than taking charge of our future and making our own path.

We suggest reviewing your hours and goals with your Enroller. If you're a little unsure of a good way to get started or what to do first, simply follow the Getting Started Guide. It offers great benefits and solid, achievable goals that you can reach for in getting your business off the ground in your first six full months.

## Attitude of Gratitude is Everything!

With a poor attitude and lack of gratitude you will remain poor emotionally and financially. Before you can even start to build a foundation of success you must get your mind off the curb and into the road... out of the "Woe is me" and into "How blessed am I!".

You must make a commitment to yourself to be positive, express gratitude to others, and take responsibility for your success.

When you succeed it will be because you put your attitude in the right place. Yet, if you fail it is because you weren't committed to succeed.



## Set Your Goals

Look into the future and make sure that you are doing activities today that will make a great future happen for you.

## Goals Drive Your Future

*"Nothing will ever be attempted if all possible objections must first be overcome."*

~Abe Lincoln

*"What you lack in talent can be made up with desire, hustle, and giving 110 percent all the time."*

~ Don Zimmer

## Everything Starts With a Goal

1. Clearly write down your primary goal.  
My Primary Goal: \_\_\_\_\_
2. Write down your **minimum** weekly & monthly goals.
3. Be specific about your goals.



### HAVE A DREAM & A BURNING DESIRE TO ACHIEVE IT

Write Down Six Specific Goals

1. First 15 Days: \_\_\_\_\_
2. End of 2<sup>nd</sup> Full Month: \_\_\_\_\_
3. End of 3<sup>rd</sup> Full Month: \_\_\_\_\_
4. End of 4<sup>th</sup> Full Month: \_\_\_\_\_
5. End of 5<sup>th</sup> Full Month: \_\_\_\_\_
6. End of 6<sup>th</sup> Full Month: \_\_\_\_\_

Heart & Body Naturals is the best "zero risk" business, with an unlimited Income Opportunity and no out-of-pocket expenses, where people are breaking the cycle of failure dominating the Direct Sales industry today.

To assure success you will need to plan your schedule and then work that plan.

## Set Your Hours

You've started a business. One of the keys to your success is to treat it like a business. If you had a traditional "brick and mortar" building you would have to **show up** and go to work.

Your Heart & Body Naturals business is no different. It doesn't matter if you have only 4 hours a week to spend working your business... you need to plan those 4 hours. Set a schedule and stick to that schedule.

Are you going to work your business 15 minutes per day? One hour per day? Four hours per day? Are you going to work your business only on Fridays if it's raining outside?

You decide **when**. You **commit** to **when**. You **write it down**. You **share** with others.

## My Business Hours:

Sunday: This is the Lord's Day...  
Recharge yourself.

Monday: \_\_\_\_\_ to \_\_\_\_\_

Tuesday: \_\_\_\_\_ to \_\_\_\_\_

Wednesday: \_\_\_\_\_ to \_\_\_\_\_

Thursday: \_\_\_\_\_ to \_\_\_\_\_

Friday: \_\_\_\_\_ to \_\_\_\_\_

Saturday: \_\_\_\_\_ to \_\_\_\_\_

What I'll specifically do on a daily, weekly, and monthly basis to reach these goals:

### EACH DAY:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### EACH WEEK:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

### EACH MONTH:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_