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Get Ready, Get Set ... GO! with Achieving GOALS

At Stampin' Up!® we encourage creativity and worthwhile accomplishments. Achieving what we want most comes as we set goals. And accomplishing goals has a way of establishing habits and patterns—almost without us realizing it!

Setting Goals

Make your goals specific.

- **IDENTIFY WHAT YOU WANT**, such as paying for your new hobby or supplementing your income.
 - **ESTABLISH A REALISTIC TIME FRAME**. Find the balance between having enough time to reach your goal and having so much time that the goal loses meaning or you lose desire.

Set realistic and attainable goals.

- **BREAK LARGE, LONG-TERM GOALS** into smaller, more manageable goals. Small goals are steps toward larger goals. Accomplishing smaller goals will help you maintain enthusiasm and prevent discouragement.
- **WORK WITH YOUR UPLINE** to establish realistic, attainable goals for your Stampin' Up! business. Your upline can provide valuable insight for goals that can help build your business and develop your skills.

Creating Habits

As you establish wise business habits, you're building stepping stones toward your goals. Stampin' Start is a unique program that helps you do just that – set goals and establish patterns of success.

Stampin' Start sales goals encourage you to develop patterns of



holding workshops. The sales goals do not change from month to month so you can find success in consistency. Your first full six months are divided into two sales periods (3 months each) so if you cannot meet the sales goals during the first sales period, you'll have another chance to achieve them during the second sales period. Let's look at how consistent workshops can affect your business.

- We've discussed in previous issues of Ready Set Start how reaching \$400 in workshop sales helps both you and your hostess receive greater benefit from your efforts. Your first workshop should have put you well on your way to achieving the first sales period goal, you will have fulfilled your quarterly minimum and qualified for volume rebates! By continuing to hold one workshop a month during the first sales period, you will receive two free stamp sets of your choice.
- During the second sales period, you will experience the same rewards by holding at least one qualifying workshop a month. Workshops are also the perfect platform to talk about becoming Stampin' Up! demonstrator. Imagine that every workshop allows you to speak to 8-10 people about earning free stamp sets, extra income, and meeting new friends. Every workshop has 8-10 potential recruits!

- The Stampin' Start program rewards you for recruiting: one stamp set for every recruit during your first full six months. The program also rewards you for completing the all the sales goals for months 1-6, \$300 per month, and recruiting at least one person by giving you \$50 to spend on product.

Once you've mastered consistency with the Stampin' Start program, you will have a great foundation to build upon and add to your sales goals, such as one recruit per quarter or adding just one more workshop a month. You'll also be equipped with habits to help you sustain your Stampin' Up! business over time. ♡

make it happen

- Set a goal for your Stampin' Up! business.
- Identify a set of habits that will help you to achieve your goal, and begin to implement them.

keep in mind

Stampin' Up! regularly offers events—such as our annual convention, regular regional seminars, and teleconferences—that you can participate in to learn more. To find out how you can participate in these events, frequently visit the demonstrator website.

looking ahead: **ISSUE #9**
Working Smart

worksheet: ACHIEVING GOALS

breaking your goal into steps

In this section, we outline ways for you to break your goal into manageable parts. The first step is to determine what your goal is and write it down. Be certain to include a time frame! Then determine the necessary parts of your goal, such as the number of workshops or sales you need to accomplish your goal. This will help you to divide your goal into manageable steps. Take some time now to complete this chart.

	<i>Example Goal: Earn \$300 per month to spend on my stamping hobby</i>	<i>My Goal</i>
Sales Needed/Month:	\$1,500.00	
Workshops Needed/Month:	4	
Workshop Sales:	\$375 (minimum per workshop)	
Workshop Bookings:	1 booking from each workshop	
Upsell Opportunities:	Higher priced sets, accessories	

establishing good habits

As you achieve your goal, notice the habits that you begin to establish. Creating good habits will help you to achieve current and future goals. In our example goal in the chart above, a demonstrator will need to learn to use booking statements to achieve one booking from each workshop. Think about your goal. In the space below, list habits that you will establish while working on your goal.

Habit #1 _____

Habit #2 _____

Habit #3 _____

Habit #4 _____