



Goal Setting

Key to Living the Life You Want

Spend an hour or two to consider what is important to you and how you want to live your life. Set aside some time when you won't feel rushed, and write your answers to the questions below.

What is most important to me?

Consider each of these areas as you answer this question:

- Family and friends
- Creativity and accomplishment
- Home and luxuries
- Learning and fun

(Use additional paper as needed.)

How can my Stampin' Up! business help me achieve my goals?

Goals work best when we write them down in clear, concise ways.

Make your goals positive, personal, and precise.

Positive goals state what you want, not what you would like to avoid.

"I will pay off my credit card balances by July,"

instead of

"I won't have any credit card debt by July."

Personal goals are things you can do yourself, not goals for other people's actions.

"I support my hostesses to meet their workshop goals with at least two phone calls and a complete hostess packet each,"

instead of

"All my hostesses have ten or more guests at their workshops."

Precise goals are specific and easy to tell whether or not they have been achieved.

"I do something with my daughter, just the two of us, every week for at least one hour,"

instead of

"I spend more time with my daughter."

Take what you have written about what is important to you and turn it into goals that are positive, personal, and precise.

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

(Use additional paper as needed.)

Remember, workshops are your key business opportunity, the best place to make sales as well as booking and recruiting contacts. For financial goals, decide how many workshops you need to hold each week or month. (For help in estimating the income you can plan on from each workshop, use the following formula):

• \$ _____ per workshop in sales multiplied by 20% (Instant Income) = \$ _____ per workshop

(For help estimating average workshop sales, ask your upline about her experience.)

• Financial goals for my Stampin' Up! business: Weekly: \$ _____ Monthly: \$ _____

• Number of workshops I will hold each month: _____

• Amount of time I will spend on my Stampin' Up! business each month: _____

• My office hours are: _____

To work these hours I need to:

(Example: Trade child care with Mary two hours a week, block out time in my planner, go into work half an hour early on Tuesdays and Wednesdays and leave early, etc.)

Now that you have goals that are meaningful to you:

- Make sure they are measurable.
- Keep an attractive reminder of them visible.
- Build your to-do list based on your goals.
- Make a daily habit of writing out a short, manageable list in a planner or notebook.