

Questions you can ask your people:

How do you feel about your business?

What is it that you love about your business?

Is your business where you want it to be?

How much \$ would you like to earn in the next year? What would you do with it? (get detailed)

What would you like your business to look like this time next year? What level do you want to be? How many people in your downline? How many leaders do you want to be working with?

When you got it your goal was _____. Is that still your goal?

What obstacles are in your way?

What is your reason for going to work each day? You have to know your “why”

Do you want me to help you with a plan to reach your goals? Once you come up with a plan ask: Can you see yourself doing that? Are you comfortable with that approach?

Does your husband / family know your vision for your business?

BUILDER Boot Camp Steps to Success

Decide exactly what you want. Be specific

What will you gain from your goal. What does it mean to you and your family

Write it down

Set a deadline for the goal. Reasonable – may need smaller deadlines along the way

List EVERYTHING you can think of that you can possibly do to achieve that goal.

List the obstacles you will have to overcome

List any additional knowledge you will need

(Ex: list of who you will call, how many calls you are willing to make each day, get the verbiage you need, what to do if you don't have enough contacts, join a new group, think outside the box and do something that absolutely intimidates you, etc)

Organize your list by priority. What must be done first?

Take action immediately. That means tonight or first thing tomorrow – no excuses. Get up earlier if you have to. Do not focus on the results, just the action.

Do something every single day. Break it down to 15 intervals if you need to. Keep your list with you all the time!

*When you decide upon a goal, you override your failure mechanism
and change the direction of your life

*Only 3% of adults have written goals, and everyone else works for them.