

# GOALS:

*Have clear, defined Goals*



# Dreams & Goals

*“Goals are simply  
Dreams with deadlines”*

- 3 Reasons people do not set Goals...
  1. They don't know how?
  2. They don't know why?
  3. Fear of failure

a goal without  
a plan is just  
a wish - Antoine de Saint Exupéry



# Goals

- Design YOUR Life
- Determine your 'Why'
- If you want to change your life, change your mind...
  - Proper Mindset
  - Right Vision
  - Clear Purpose in Life
- Assess where you are now
  - recap the past...



# Goals

*“Start with the end in mind”*



3-month (90-day) Goals



12-month Goals



3-year Goals





# WHAT YOU'LL NEED...

Pens, Highlighters, and a Fresh Journal



# RECAP THE PAST

What goals did you have for last year?

What did you succeed?

Where did you fail?

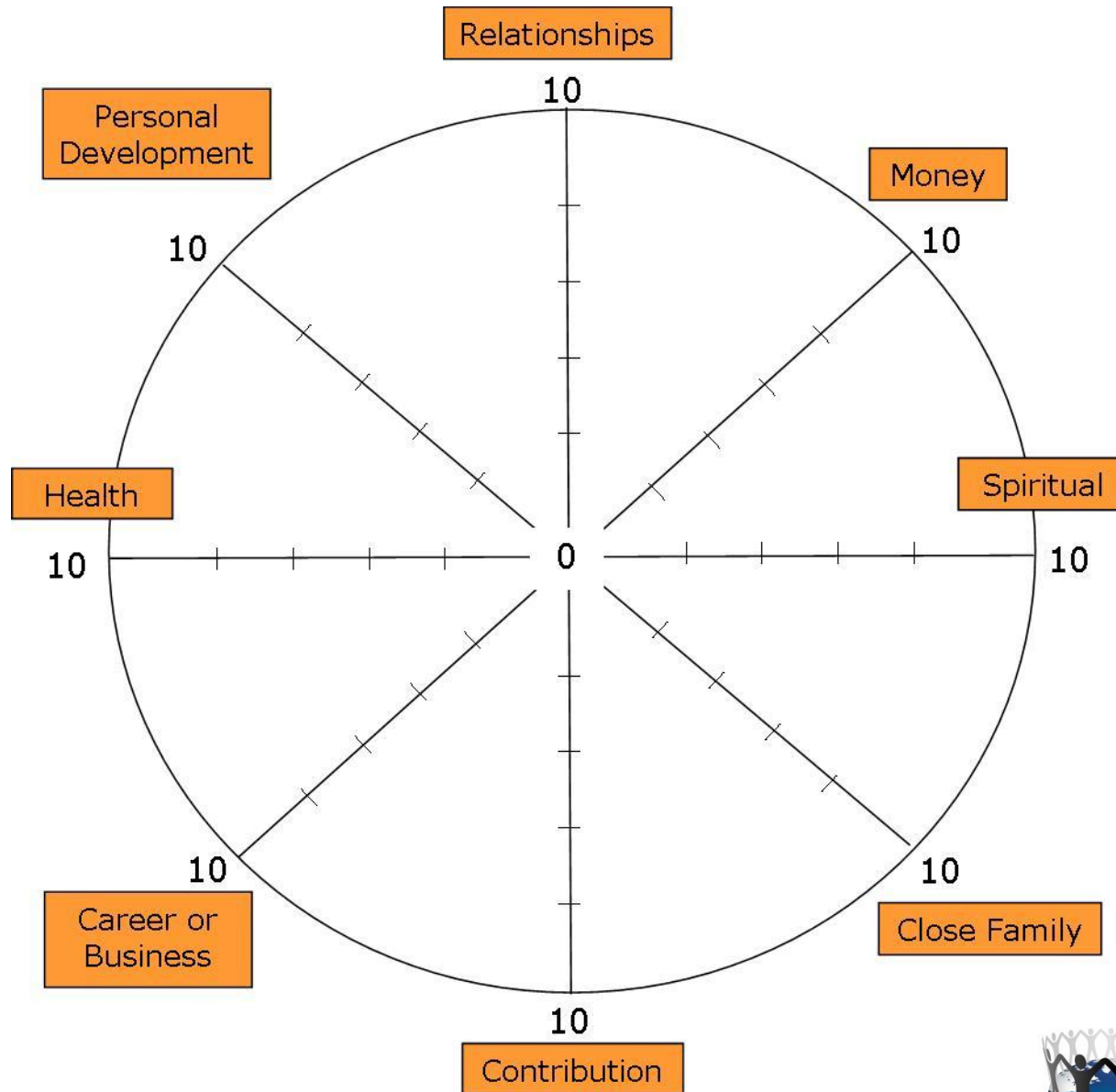
What was your greatest lesson?

What will you leave in the past, for good?

# PERSONAL CHECK-UP

- |   |  |
|---|--|
| 1. Am I missing anything in my life right now that's important to me?   | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 2. I know what I am passionate about.   | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 3. I am well organized, know how to focus on my top priorities and get a lot done everyday.   | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 4. I have a written, strategic plan for my work AND personal life that is SMART. (Specific, Meaningful, Action Oriented, Realistic, Timely) | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 5. I spend time 4-5 days a week exercising and restoring myself physically.   | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 6. I have ample time for friends, family, and social relationships and feel good about the balance I have achieved.                         | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 7. I am regularly achieving my income goals.  | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 8. My life reflects my spiritual values and I am growing in my faith and wisdom.  | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 9. I have studied and developed new creative ideas I had this last year.  | <input type="checkbox"/> YES <input type="checkbox"/> NO |
| 10. I believe I am fulfilling My Mission in life.   | <input type="checkbox"/> YES <input type="checkbox"/> NO |

# Wheel of Life





# SUCCESSFUL MINDSET

Dreams & Wishes

*versus*

Goals

# SUCCESSFUL MINDSET

Your Self Esteem Impacts Your Goals

- ✓ *Are you dreaming big enough?*
- ✓ *You deserve success*
- ✓ *Set higher standards*
- ✓ *What do you REALLY want?*
- ✓ *Why?*

# GOAL DUMPING

GOVT DUMPING

# GOAL DUMPING

*“Make no small plans;  
They have no magic to stir men’s souls”*

- Daniel Burnham

Physical / Health

Social / Family /  
Relationships

Personal  
Development

Spiritual /  
Contribution

Financial /  
Business / Career

Travel /  
Things To Do



# Physical / Health

hire a personal trainer  
join a gym  
daily meditation  
join a basketball league  
high school skinny  
build lean muscle  
walking  
eat clean  
lose 30lbs  
learn zumba  
prayer  
biking  
eat more vegetables  
weekly day of rest  
nap  
yoga  
15% body fat  
eat clean  
detox  
relax  
smoothies



# LASER FOCUS

LASER FOCUS

## Physical / Health

Review the goals you've  
dumped on the page and  
highlight your TOP 3

### *Physical Health*

Wake up by 5am  
Bed by 10pm  
10 minutes daily meditation  
Play tennis 1 per week  
Hike 1 per week  
Eat clean 95% of the time  
Lose 10lbs  
Workout 5-6 days a week  
Do a monthly cleanse  
Drink more green juice  
No alcohol except Friday nights  
Join yoga group  
Train for a 5k  
Drink 1 gal of purified water per day  
No more soda  
Fit in my wedding dress

# LASER FOCUS

## Physical / Health

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Circle the TOP 1

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# Social / Family / Relationships



quiet time

*online dating*

love

join a book club

*find my soulmate*

*forgive*

build a man cave

*girls night out*

*road trip*

*digital detox*

family dinners

*no cell phone at meals*

monthly family outing

hugs

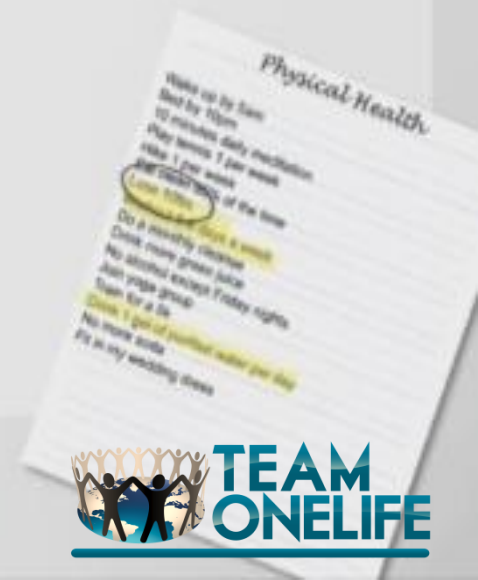
*friends*



# Social / Family / Relationships

Review the goals you've dumped on the page  
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Circle the TOP 1



# Personal Development

*attend new workshops*

*read even more*  
talk to strangers

learn a new craft

*learn a new language*

*kindness*

turn off the tv

*audit my emotional responses*

go back to school

*read*

*finish college*

*learn* get organized

overcome my fear

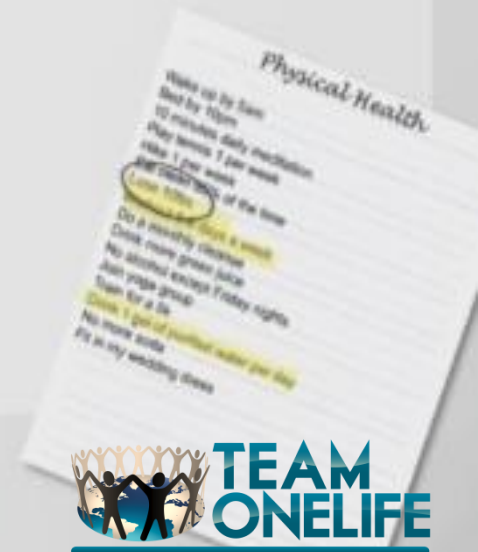


# LASER FOCUS

## Personal Development

Review the goals you've dumped on the page  
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Circle the TOP 1





# Spiritual / Contribution

stop swearing

*read scripture daily*

tithe 10% of my income

*pray*

volunteer

*feed the homeless*

*serving*

finish the bible

start a foundation

join a church

*meditation*

charity



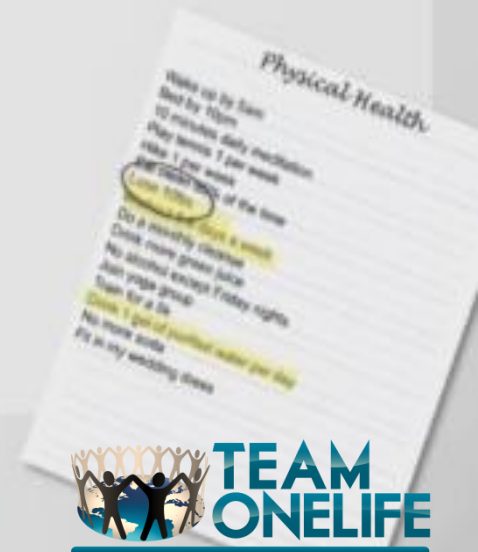
rescue an animal

# LASER FOCUS

## Spiritual / Contribution

Review the goals you've dumped on the page  
and highlight your TOP 3

Circle the TOP 1



# Travel / Things To Do

do something you would never do  
*more fresh air*  
visit a long-distance friend  
*learn a language*  
play a musical instrument  
*surprise*  
*weekend away*  
learn to paint  
*grow own vegetables*  
start a new sport



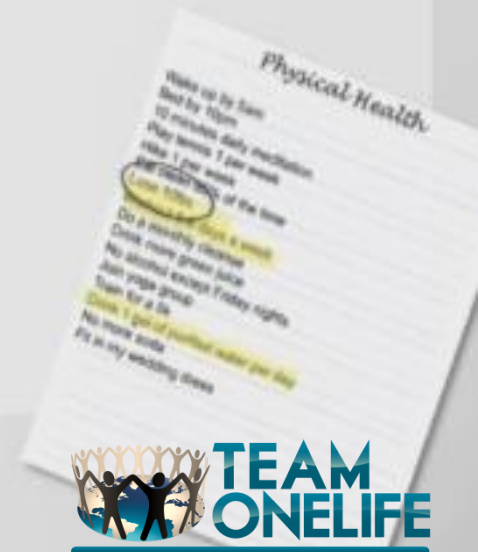


# LASER FOCUS

## Travel / Things To Do

Review the goals you've dumped on the page  
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Circle the TOP 1



# Financial / Business / Career

*pay off credit cards*

save 10% income

*achieve next rank*

help 5 people achieve #1 business goal

*make 5-year*

secure children's education

*business plan*

get up 1 hour earlier

*own my own car*

enrol 10 more personals

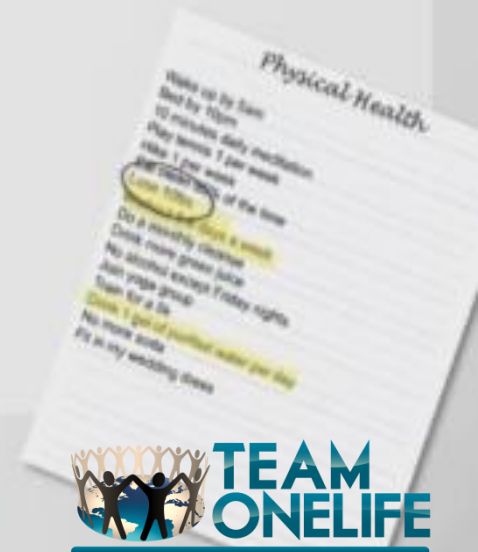


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# Thoughts become Things ...so change your thoughts!

- Create a Vision Board – this is a pictorial expansion of all your Dreams

# Steve Mitchell's VISION BOARD 2018

*5* **Days FREE** Car For Yvette  
BMW 4 Pearl White Convertible



*Investment Property Portfolio*



Sell + Buy in R/C  
Complete Phase 2 Marbella  
Finish upgrades in La Cala

PERSONALLY  
*Sponsor*  
**10**  
Senior Directors

SAMPLE

**5,000**  
**TEAM ONELIFE**  
**CUSTOMERS**



*give*  
Tithe 10% income to animal  
and other worthy causes  
Start Mitchell Foundation



*Grow Presence*



**25,000**

**You Tube**



**5,000**

**PERSONAL  
Growth Plan**

Read 12 books  
Attend at least 1 seminar  
30 mins reading/listening day



# Thoughts become Things ...so change your thoughts!

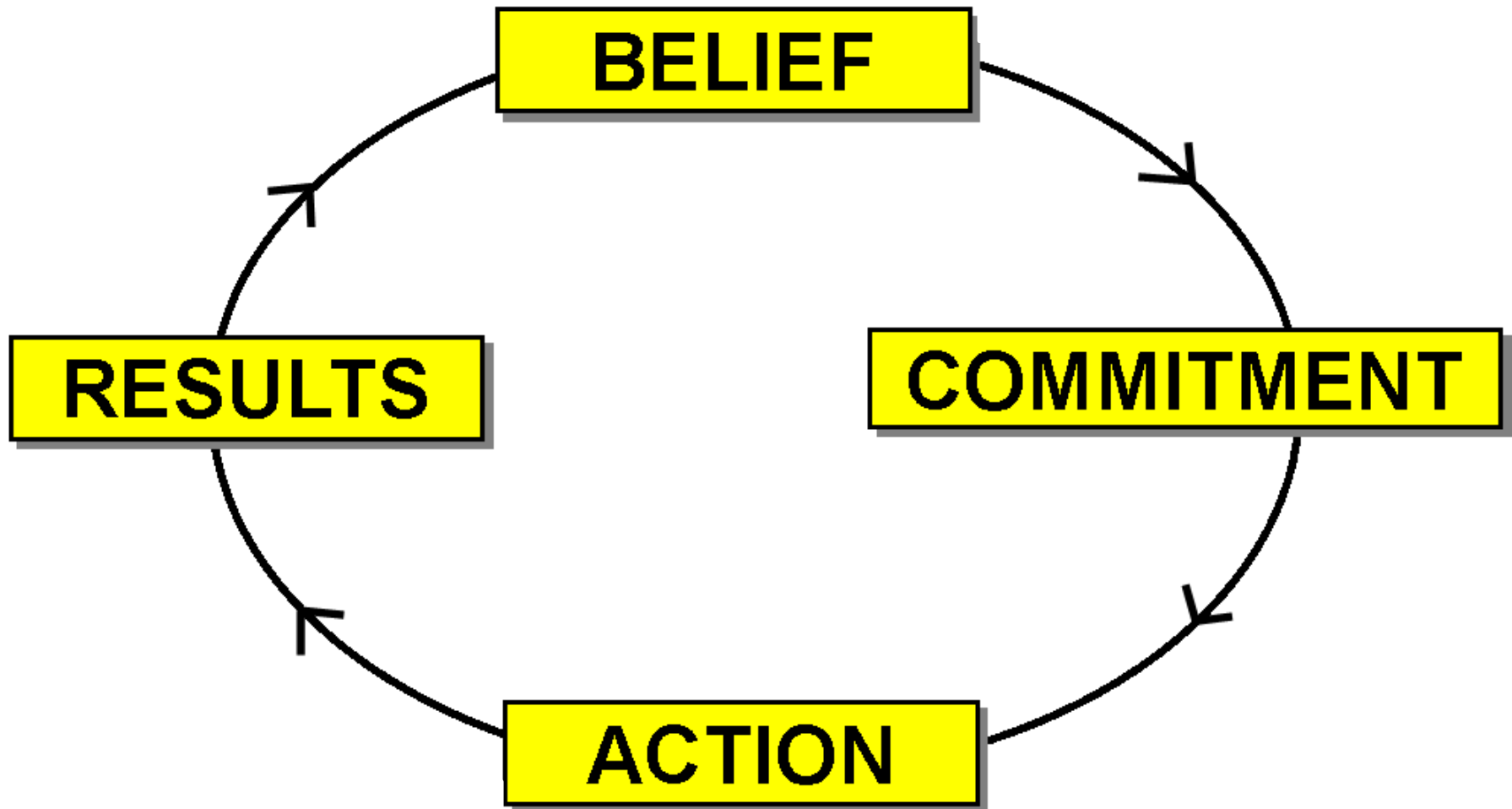
- Create a Vision Board – this is a pictorial expansion of all your Dreams
- To *design* your life, you need to define it...
  - Write out your ideal life situation
  - Describe (*on paper*) your ‘perfect day’
  - Write down ‘*why*’ do you want to accomplish this? (your exact ‘*why*’)
- Turn your Thoughts in to Actions (*visualise 10 mins a day*) so they become Habits



# GOALS:

*Have a plan of action to  
achieve your Goals*

# Belief Cycle



# Your 90-day Business Goals *(Results)*

☐ Today is \_\_\_\_\_

I have achieved the rank of **DIRECTOR** (*you've personally enrolled 8 Customers*) and I am rewarding myself with/by:

\_\_\_\_\_

☐ Today is \_\_\_\_\_

I achieved the rank of **DIRECTOR 2** (*you've personally enrolled 10 Customers*) and I am rewarding myself with/by:

\_\_\_\_\_

☐ Today is \_\_\_\_\_

I have achieved the rank of **DIRECTOR 3** (*you've personally enrolled 11 Customers, and helped 1 personal achieve Director*) and I am rewarding myself with/by:

\_\_\_\_\_



# Your 90-day Business Goals *(Results)*

☐ Today is \_\_\_\_\_

I have achieved the rank of **DIRECTOR 4** (*you've personally enrolled 12 Customers and helped 2 **personals** achieve **Director***) and I am rewarding myself with/by:

\_\_\_\_\_

☐ Today is \_\_\_\_\_

I achieved the rank of **DIRECTOR 5** (*you've personally enrolled 13 Customers and helped 2 **personals** achieve **Director***) ) and I am rewarding myself with/by:

\_\_\_\_\_

☐ Today is \_\_\_\_\_

I have achieved the rank of **DIRECTOR 6** (*you've personally enrolled 14 Customers, and helped 3 **personals** achieve **Director***) and I am rewarding myself with/by:

\_\_\_\_\_



# Your Commitments

- I commit to being ***coachable***
- I will make a ***minimum 12 month commitment*** to build my Melaleuca organisation
- I will spend \_\_\_\_\_ minutes each day ***business planning***
- I commit to spend \_\_\_\_\_ hours per week on ***building*** my Melaleuca business and team.



# Your Commitments

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- I will make a **minimum 12 month commitment** to build my Melaleuca organisation
- I will spend \_\_\_\_\_ minutes each day **business planning**
- I commit to spend \_\_\_\_\_ hours per week on **building** my Melaleuca business and team.
- I commit to **ADD** \_\_\_\_ people to my Contact List each day.
- I commit to **INVITE** \_\_\_\_ people to look at the Overview with  
*“Have you heard of Melaleuca?”*
- I commit to **SHOW** the Melaleuca OVERVIEW to \_\_\_\_\_ people each week
- I commit to **FOLLOW-UP** and have \_\_\_\_\_ 3-way calls each week
- I am committed to **ENROLL & TEACH** \_\_\_\_\_  
new people each week.





# Your Commitments

- On the average that 25% of my team (*1 in 4 people*) will end up being business-builders, I will have personally enrolled \_\_\_\_\_ **business-builders** each month. With every business-builder I sponsor, I'll reward myself with/by:  
\_\_\_\_\_
- I will **read** \_\_\_\_\_ **books** each month
- I agree to **call my Sponsor/Upline Support** at regular periods (*at least once every 3 days*) to give an update on my progress
- I agree to **do the things I say I will do** and have committed to here, without excuse, knowing all excuses are equal. I also agree to **take full responsibility** for my own success in building my Melaleuca business and team...  
***"if it's to be, it's up to me"***.

## Definition of Commitment:

*"doing the things you said you would do, long after the mood you initially said it in has left you"*





The next 12  
months  
WILL pass...

*Do the things you need to do  
today and throughout 2018...*

*...to allow YOU to **live the  
life you really want** for the  
rest of your life!*

