

Focus on Setting Goals

RECRUITING | SALES | LEADERSHIP



*Heartfelt*TM
network marketing

*You don't need anyone's permission to be a **success!***

Shauna Ekstrom

Action Guide



Focus on Setting Goals

Are you on fire and gaining momentum?

Goal setting can be viewed negatively. How many times have we failed in the past?

Do not get stuck in a negative pattern.

Start with a positive pattern with these 3 steps:

1. Keep in the end in mind; refrain from focusing on the present and the past.
2. Keep discouragement at bay by focusing on what is accomplished; not perfection.
3. Keep the word "defeated" out of your vocabulary. Don't judge your work on the scale of others.

5 Elements in Successfully Setting Goals

1. Have a clear vision of how to attain your goal.
2. Have a clear understanding of the goal's level of difficulty.
3. Have a solid process for achieving your goal.
4. Have protective barriers to buffer the challenges you will face.
5. Have a daily dose of motivation to move you forward.

5 Stones

1. Milestones
2. Cornerstones
3. Stepping stones
4. Tombstones
5. Firestones

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Milestones

Name one milestone (goal) you want to attain:

Remember if this is a long term goal you may want to break it down into smaller short-term goals. Your milestone has an immovable deadline.

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5 Milestone Areas

The first circle (the left end) is one stone. The right end is 5 stones. One stone is easy. Five stones is hard...super difficult.

Skill



Experience



Education



Time



Effort



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Cornerstones

Cornerstones are the reason you do what you do! As you look at your cornerstones look for what is missing; the gap.

What is the most common gap with cornerstones?

Look at both the pretty and ugly side of your cornerstones; hidden motives. Every day you need to be reminded why you are pursuing this milestone. Your cornerstones are not set in stone.

Your cornerstone statement, that why power, will realign with the vision you want to present to the world.

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Stepping stones

The stepping stones are your process. Your how-to! The how you will accomplish your goal. It is your solid process.

How!

Develop your weekly stepping stones and then dig deeper and develop your daily stepping stones.

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Weekly Stepping Stones

Tips for filling out your weekly stepping stones quadrant. In week 1 – Make a master list of everything that needs to be done. In week 2 – Divide your list into thirds. Divide the work between weeks 2 – 4. Count the days of the week you have available to work and make sure you can fit the activities into the days you have available.

<p>Week 1</p>	<p>Week 2</p>
<p>Week 3</p>	<p>Week 4</p>

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Daily Stepping Stones

Every single day answer these questions in the quadrants below.

(What) What are you going to do? (When) When you are going to do it? (Width) How long it is going to take? (Wealth) What's the end result that you're hoping to gain?

WHAT	WHEN
WEALTH	WIDTH

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Tombstones

We need to understand that there are things that can kill our dreams! Create a list of things that can kill your dream. Plan for difficulties ahead of time.

Write down everything that could assassinate your goal or your milestone. Then write down the opposite.

Killer List	List Killer

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Firestones

Firestones keep us focused and on fire. There are 3 elements or 3 ways you can do this. You don't have to do all 3 but ones that align with you the most.

Song

What song can you think of that will keep you on fire; pressing forward towards your goal?

Sayings

What saying spurs you into action?

Symbol

What symbolizes your dream?

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