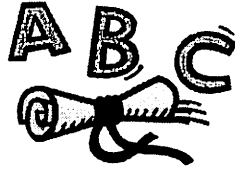


# Goals Make Good Things Happen!

Goals Make Good Things Happen!



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How can we hit a target we  
cannot see?



**Better yet... How can  
we hit a target we don't  
even have?**

# Goals Make Good Things Happen!

*GOALS....Huh!*

97%  97%

97% never really set their goals in  
the proper light!

There is risk in setting goals...

**The risk is ...**

**You  
might not reach  
them!**

# Goals Make Good Things Happen!

Realtors®

## MAKE MONEY 3 WAYS

1. **Listing** a house to sale.
2. Writing a **offer/contract** to purchase.
3. **Referring** a buyer, seller, investor.

## WHY SET GOALS?

People are basically oriented in two ways:

- to goals
- to tasks



# Goals Make Good Things Happen!

**Don't confuse**



**Activity vs.**  
**Accomplishment**



**WHY SET GOALS?**

**Goals provide:**

- people to make a commitment to themselves
- generate internal motivation
- desire, which encourages self-discipline.

# Goals Make Good Things Happen!

## Elements of A Goal

Where do you want to be in the next one to five years?  
(Long Term)

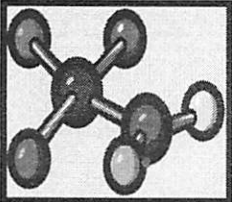
- **S**pecific – Who, what, when, where, and why.
- **M**easurable – How much, how many, how will I know it's been accomplished? What doesn't get measured, isn't improved?
- **A**ttainable – Do I have the attitude, knowledge, skills, and finances necessary to achieve this goal?
- **R**ealistic – A goal which you are both willing and able to accomplish and will stretch you out of your comfort zone.
- **T**ime constrained – Specify a realistic date for completion.

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## Elements of A GOAL

(Short Term)


Great short-term goals are daily or weekly at most so that you do not give yourself time for procrastination.



- **Specific**
- **Measurable**
- **Attainable**
- **(Action oriented)**
- **Realistic**
- **Time constrained**


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# Goals Make Good Things Happen!



## Types of Goals

- Spiritual Goals
- Family Goals
- Career Goals
- Financial Goals
- Personal Goals
- Give up Goals
- Go up Goals



## Types of Goals

- Give up Goal- share it with everybody.
- Go up Goal- share it with only those people whom you love and trust and will be supportive of you.

# Goals Make Good Things Happen!



## 7 Steps to Successful Goal Setting!

1. Identify the goal (what do you want)
2. Set a deadline for achieving it
3. List the obstacles to overcome
4. Identify the people & groups you need to work with



# Goals Make Good Things Happen!

5. List the skills & knowledge required to reach the goal
6. Develop a plan of action
7. List the benefits (what's in it for me?)



## Goal-den Rules!



- You need big goals to force you to reach in & use the resources at hand
- with goals you will treat setbacks very lightly
- Don't change your decision to go, you change your direction on how to get there
- Itemize those things you truly want to achieve.



# Goals Make Good Things Happen!

## Goal-den Rules!



- You can not reach major goals on your own
- You must become aware of what you are doing daily
- When the outlook doesn't look good, the up look always looks good
- You are the only person who can stop you on a permanent basis.
- When a goal is reached replace it.

## Goal-den Rules!



- Goals change so it is important to review them frequently
- Give up Goal- share it with everybody
- Go up Goal- share it with only those people whom you love and trust & will be supportive of you.

# Goals Make Good Things Happen!

**“Life” happens to  
us on PURPOSE!**

Are you on  
Purpose?

