

Lesson 13

A Goal is a Dream with a Deadline

When you keep a goal in your mind, it is nothing more than a dream. There is something powerful in committing that dream to paper. When you put something in writing, a commitment to achieve it naturally follows. You can't start a fire with paper alone, but writing down a goal can start a fire within you.

You can't stroll to a goal. As long as you are running with the vision and goal in your mind, you won't turn around. When you walk without a vision and a goal, it is easy to change directions and go the wrong way.

Effective goal setting and planning provides an opportunity to bring the future to the present and deal with it today. You will find that achievement is easy when your outer goals became inner commitment.

Remember, too, that what you learn on the path to achieving your goals is actually more valuable than achieving the goal itself. Columbus discovered America while searching for a route to India.

Assignment:

1. Prepare your Six Most Important Things to do for today.
2. Write down the goals you want to achieve by Seminar. Now decide what action you will take to make those goals a reality. Share your goals with a significant other, then tell me what your goals are and how you plan to achieve them.
3. Set two definite selling appointments for the rest of the week.
4. Give out two opportunity CDs. Make an appointment to follow up within 12 to 24 hours. Offer a free nail color, lipgloss or lipstick.