

# 2013 - 2014 SEMINAR YEAR

Clear your mind, think *forward* through this process. It is designed to give you a clear monthly Unit goal that excites both you and your Unit, as well as a personal weekly goal.

Unit Goal	By Seminar 2014	Quarterly Goal	Monthly Goal	Which Excites Me Most	Which Excites Unit Most
Wholesale					
Offspring					
Red Jackets					
Unit Size					
Stars					
Car Drivers					
Unit Car					

Personal Goal	By Seminar 2014	Quarterly Goal	Monthly Goal	Weekly Goal	# in order of Importance
Retail Sales					
New Customers					
New Team Members					
All Star Level					

**Our top 2 Unit Goals**

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\_\_\_\_\_

**My top 2 Personal Goals**

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\_\_\_\_\_

Action Items: Memorize them prior to July 1, 2013 and be ready to share the Unit Goals on your site, change your signature, voicemail and your focus come the NEW YEAR. Don't wait until after Seminar.

Sit down with your Calendar and WPS and schedule IPAs that work towards your Goals, schedule time for Unit, booking, follow-up, customer calls, etc...

Focus on your personal numbers - each/every week!

Complete 2 solutions from the following pages per month, re-evaluate as needed.



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31 ?s that could change your business, your life, save you time, money and frustration.

Unit	Yes	No	Sometimes	Possible Solution	Done
Exciting Unit Contests					
Unit Winning Prizes					
Are Events Fun					
I Recognize Results					
Is the Unit Building Relationships					
Am I Reachable					
People Moving Up					
Am I Training New Consultants					
Am I Completing Follow-up					
Do they Know Unit Goals					
Am I calling/communicating with the Unit Directly (not email)					

Personal	Yes	No	Sometimes	Possible Solution	Done
Leading by Example					
Attending MK Events					
Professional Image					
Calling/connecting with Customers					
Am I Go-Give					
Building a Personal Business					



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Office/Organization	Yes	No	Sometimes	Possible Solution	Done
Are there things I can delegate/outsource					
Anything I can Eliminate					
Am I Organized					
Is my Office Comfortable					
Mailers in place					
Web Maintenance in place					
Do I have a Weekly Plan Sheet					
Do I use a 6 Most Important list					
Is my Office Communication Professional					
Do I have a Success/Business Binder with me at all times					
Am I doing things that can easily be taught to another					
Do I have packing lists for Parties & Events					
Do I have all the Supplies I need					
I have help from the Family in keeping the house picked up					

