

# Crystal Clear Goal Setting

by Darlene Rutledge

The following will help you keep your goal setting crystal clear and simple so that in the busy-ness of your day your goal is not lost in the shuffle ...

**Take 5 Recipe Cards and Write This One Each:**  
**(Your Name)'s Ideal Day**  
**\$200 Sales**  
**2 New Selling Appointments**  
**1 New Interview**

- \* Put one card on your car visor so you can see it when you drive.
- \* Put one card in your date book so you see it 5-10 times a day.
- \* Put one card on your refrigerator because we spend time there.
- \* Put one card on your computer so it reminds you what is really important.
- \* Put one card in your wallet so you remember you need to warm chatter as you are paying.

At this rate ... you will:

Sell \$1000/week ... \$4000/month!

Book 10 selling appointments/week ... 40/month!

Book 5 interviews/week ... 20/month!

