

# 2023 GOAL PLANNING SATURDAY DECEMBER 17TH





## **Creating Your Bucket List**

*Craig Harrison, DTM*

**Bucket List:** A list of aspirations one wishes to achieve in one's lifetime before dying.

In *The Bucket List* (Warner Bros., 2008), a movie starring Jack Nicholson and Morgan Freeman, two men facing terminal illness realize they have limited time to achieve their goals. They construct a list of places to visit and experiences to enjoy; then they set about achieving them.

But why wait until you're old or ill to pursue aspirations you yearn to achieve? Now is the time to make your list, announce your intentions to others and work to achieve your dreams.

"The key question is not, 'Did I achieve all of my dreams?' The key question is, 'Did I at least try?' Old people almost never regretted the risks they took that failed. They almost always regretted the risks that they failed to take.

### **Now It's Your Turn: Ready, Set Goal!**

It may not be easy for you to decide on goals for your list. Don't be afraid to reach for the ambitions of a lifetime. The good news: Ideas put to paper take on a power of their own. Whether you meditate on it alone or hold a brainstorming session with others, you can formulate a spectacular Bucket List. The following questions can help:

Where else do I want to go? What else do I want to achieve? Who do I want to become?

### **Your List Should Be Under Constant Construction**

Author, entrepreneur and former Toastmaster Harvey Mackay told me his friend, American Hall of Fame football coach Lou Holtz, once made a list of 108 goals he had for his life. Among his goals: Win a national championship in college football, meet the Pope and parachute out of an airplane. Each time he achieved one of his goals he checked it off his list ... and replaced it with a new goal!

Ask yourself, "What's new that I want to achieve?" Remember to continue to be bold. In fact, as you check off ambitious goals, you should gain the courage to add even more amazing dreams. Allow the items on your list to stretch you as a human being.

When you've created your initial list and you're ready with plans for more goals, the next step is to start making them happen.

### **Achieving Your Bucket List Goals – Remember these Guidelines**

Set it in cement. Whether you handwrite or type your list, number each goal and commit it to paper. (Keeping it "in your head" will hold you back.)

Love the adventure. Don't just write your ambitions down; post them so you can see them regularly. Whether goals are framed on your office wall, displayed on your computer screen or read aloud before you go to sleep each night and then upon waking – be "in a relationship" with your Bucket List goals.

Share the list through speeches, conversations with others, your writings, journaling, blogging, tweeting and more.

## BUCKET LIST

1. go on an African safari	2. dallas cowboys game
3. see game at all NHL arenas (9 so far...)	4. compete in Ironman Kona
5. Rome	6. Greece
7. go to Superbowl	8. climb Rundle mountain in Rockies
9. property in mont-tremblant	10. property on lake okanagon
11. 1980 trans am T-roof	12. run Boston marathon
13. qualify for triathlon world championships	14. 1980 CJ-5.
15. meet Michael Jordan	16. meet Jack Nicklaus
17. meet Vince Neil	18. meet Tiger Woods
19. meet Mark Messier	20. meet Arnold Schwarzenegger
21. go to winter and summer Olympics	22. Paris
23. shoot even par	24. have a family membership at a golf course
25. 6000 square foot house on the water	26. do an Olympic triathlon in under 2:30
27. do a sub 4 hour marathon	28. do a sub 12 hour ironman
29. make \$1 million/year	30. speak in front of entire company
31. get to 12% body fat	32. bench 2 plates a side
33. go to Stanley cup finals with senators	34. Go see Brad in a major (x2!)
35. have a 3+ car garage (4)	36. Endless pool
37. Movie Theatre in our basement	38. Complete Home Gym
39. pyramids in Egypt	40. Build our Dream House
41. Have no debt and have \$1million dollars saved	42. Get to FIN# of \$5Million
43. Cayman Islands	44. Atlantis
45. Disney with Kids	46. Golf at Augusta AGAIN
47. build a \$1M earner	48. own a Porsche
49. Go to Texas Stadium (Cowboys home game)	50. Own a home in Florida

## Bucket List

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## Personal Goal Setting

### Planning to Live Your Life Your Way

Many people feel as if they're adrift in the world. They work hard, but they don't seem to get anywhere worthwhile.

A key reason that they feel this way is that they haven't spent enough time thinking about what they want from life, and haven't set themselves formal goals. After all, would you set out on a major journey with no real idea of your destination? Probably not!

### How to Set a Goal

First consider what you want to achieve, and then commit to it. Set SMART (specific, measurable, attainable, relevant and time-bound) goals that motivate you and write them down to make them feel tangible. Then plan the steps you must take to realize your goal, and cross off each one as you work through them.

Goal setting is a powerful process for thinking about your ideal future, and for motivating yourself to turn your vision of this future into reality.

The process of setting goals helps you choose where you want to go in life. By knowing precisely what you want to achieve, you know where you have to concentrate your efforts. You'll also quickly spot the distractions that can, so easily, lead you astray.

### Why Set Goals?

Top-level athletes, successful businesspeople and achievers in all fields all set goals. Setting goals gives you long-term vision and short-term [motivation](#) . It focuses your acquisition of knowledge, and helps you to organize your time and your resources so that you can make the most of your life.

By setting sharp, clearly defined goals, you can measure and take pride in the achievement of those goals, and you'll see forward progress in what might previously have seemed a long pointless grind. You will also raise your [self-confidence](#) , as you recognize your own ability and competence in achieving the goals that you've set.

### Starting to Set Personal Goals

You set your goals on a number of levels:

- First you create your "big picture" of what you want to do with your life (or over, say, the next 10+ years), and identify the large-scale goals that you want to achieve.
- Then, you break these down into the smaller and smaller targets that you must hit to reach your lifetime goals.
- Finally, once you have your plan, you start working on it to achieve these goals.

This is why we start the process of setting goals by looking at your lifetime goals. Then, we work down to the things that you can do in, say, the next five years, then next year, next month, next week, and today, to start moving towards them.

## Step 1: Setting Lifetime Goals - VISION

The first step in setting personal goals is to consider what you want to achieve in your lifetime (or at least, by a significant and distant age in the future). Setting lifetime goals gives you the overall perspective that shapes all other aspects of your decision making.

To give a broad, balanced coverage of all important areas in your life, try to set goals in some of the following categories (or in other categories of your own, where these are important to you):

- **Business** – What level do you want to reach in your career, or what do you want to achieve?
- **Financial** – How much do you want to earn, by what stage? How is this related to your career goals?
- **Fitness** – Are there any athletic goals that you want to achieve, or do you want good health deep into old age? What steps are you going to take to achieve this?
- **Faith** – What do you need to do for your mental health? Something to strengthen your faith or explore something spiritual you may feel you are lacking or looking for.
- **Family** – Do you want to be a parent? If so, how are you going to be a good parent? How do you want to be seen by a partner or by members of your extended family? Are there some things you want to do with your family? Etc.

Spend some time [brainstorming](#) these things, and then select one or more goals in each category that best reflect what you want to do.

Then consider trimming again so that you have a small number of specific significant goals that you can focus on.

As you do this, make sure that the goals that you have set are ones that you genuinely want to achieve, not ones that your parents, family, or employers might want. (If you have a partner, you probably want to consider what he or she wants – however, make sure that you also remain true to yourself!)

## Step 2: Setting Medium Term Goals

Once you have set your lifetime goals, set a five-year plan of medium-term goals that you need to complete if you are to reach your lifetime plan (longer than a year and less than 10).

## Step 3: This Year's Goals

Then create a one-year plan of smaller goals that you should reach to achieve your lifetime goals. Each of these should be based on the previous plan.

Then create a daily [To-Do List](#) of things that you should do today to work towards your lifetime goals (Daily 5 – Rule of 5).

Finally, review your plans, and make sure that they fit the way in which you want to live your life.

## Staying on Course

Once you've decided on your first set of goals, keep the process going by reviewing and updating your To-Do List on a daily basis.

Periodically review the longer term plans, and modify them to reflect your changing priorities and experience. (A good way of doing this is to schedule regular, repeating reviews using a computer-based diary.)

## SMART Goals

A useful way of making goals more powerful is to use the [SMART](#) mnemonic. While there are plenty of variants (some of which we've included in parenthesis), SMART usually stands for:

- **S** – Specific (or Significant).
- **M** – Measurable (or Meaningful).
- **A** – Attainable (or Action-Oriented).
- **R** – Relevant (or Rewarding).
- **T** – Time-bound (or Trackable).

For example, instead of having "to sail around the world" as a goal, it's more powerful to use the SMART goal "To have completed my trip around the world by December 31, 2027." Obviously, this will only be attainable if a lot of preparation has been completed beforehand!

## Further Tips for Setting Your Goals

The following broad guidelines will help you to set effective, achievable goals:

- **State each goal as a positive statement** – Express your goals positively – "I will execute this technique well" is a much better goal than "Don't make this stupid mistake."
- **Be precise** – Set precise goals, putting in dates, times and amounts so that you can measure achievement. If you do this, you'll know exactly when you have achieved the goal, and can take complete satisfaction from having achieved it.
- **Set priorities** – When you have several goals, give each a priority. This helps you to avoid feeling overwhelmed by having too many goals, and helps to direct your attention to the most important ones.
- **Write goals down** – This crystallizes them and gives them more force.
- **Keep operational goals small** – Keep the low-level goals that you're working towards small and achievable. If a goal is too large, then it can seem that you are not making progress towards it. Keeping goals small and incremental gives more opportunities for reward.
- **Set performance goals, not outcome goals** – You should take care to set goals over which you have as much control as possible. It can be quite dispiriting to fail to achieve a personal goal for reasons beyond your control!  
In business, these reasons could be bad business environments or unexpected effects of government policy. In sport, they could include poor judging, bad weather, injury, or just plain bad luck.

If you base your goals on personal performance, then you can keep control over the achievement of your goals, and draw satisfaction from them (activity based goals).

- **Set realistic goals** – It's important to set goals that you can achieve. All sorts of people (for example, employers, parents, media, or society) can set unrealistic goals for you. They will often do this in ignorance of your own desires and ambitions.  
It's also possible to set goals that are too difficult because you might not appreciate either the obstacles in the way, or understand quite how much skill you need to develop to achieve a particular level of performance.

## Achieving Goals

When you've achieved a goal, take the time to enjoy the satisfaction of having done so. Absorb the implications of the goal achievement, and observe the progress that you've made towards other goals.

If the goal was a significant one, reward yourself appropriately. All of this helps you build the self-confidence you deserve.

With the experience of having achieved this goal, review the rest of your goal plans:

- If you achieved the goal too easily, make your next goal harder.
- If the goal took a dispiriting length of time to achieve, make the next goal a little easier.
- If you learned something that would lead you to change other goals, do so.
- If you noticed a deficit in your skills despite achieving the goal, decide whether to set goals to fix this.

Feed lessons you have learned back into the process of setting your next goals. Remember too that your goals will change as time goes on. Adjust them regularly to reflect growth in your knowledge and experience, and if goals do not hold any attraction any longer, consider letting them go.

# VISION (Paxton - 2023)



Goal	When	Why	How	
<b>WFG / BUSINESS GOALS</b>				
1	We will have 20 Direct SMD's (12/20)	2024	Direct SMD's = SEVC and stable wealth	By keeping a constant focus on personal and base recruiting, DDR and get back to 50 Licenses in the Base!
2	We will earn \$5M a year	2027	To get stone cold financially independent	By staying focused on the fundamentals and helping 100 people make \$100,000 a year. (29/100)
3	We will have 10,000 licensed agents	2032	To help 1M families in ON, QC & the EAST	By building and maintaining a strong 6M point Superbase and growing our recruiting numbers yearly.
4	We will help 10 teammates earn \$1M	2028	To help others and enter the big time	By staying in the game and setting a great example.
<b>FINANCIAL GOALS</b>				
1	We will get completely debt free	2025	So we owe no one anything!	We will be diligent in our saving and careful of our spending.
2	We will buy a cottage, w/ land/water		To have a getaway for family and team	Be ready for the opportunity WHEN is shows itself!
3	We will have \$10M net worth	2030	Which is complete financial independence	By making and SAVING big money!
<b>HEALTH &amp; FITNESS GOALS</b>				
1	I will run the Boston Marathon	2025	To check off another Bucket list race.	I will increase my running resiliency over the next two years so I can train for and RUN a marathon.
2	I will run a sub 6 hour ½ Ironman	2023	To achieve a Personal Best at 50!	I will train, stretch, eat and sleep like a triathlete!
3	I am in great shape, weighing 170 lbs	2023	So I have the energy to spend lots of quality time with our kids and to help stay injury free.	I will make great eating choices and stay consistent in my workouts.
<b>FAITH / SPIRITUAL / MENTAL GOALS</b>				
1	I will become a great listener	2023	To become a better husband, father and leader	I will listen so that I can understand what people actually want. I will then help them get what THEY want by guiding and EPR.
2	I will read a book a month (12)	Month	To keep growing – Leaders are Readers	Read nightly before bed.
<b>FAMILY GOALS</b>				
1	We will take meaningful family trips	Yearly	To stay connected with our kids	Book it.
2	We will take meaningful couple trips	Yearly	To stay connected with spouse	Book it. (12 “activity” date nights)
3	We encourage healthy & active lives	Always	To set great example for our kids	Constantly remind myself that they will do what I do, not what I say. I am the example. Set an example worth following!

# VISION 2023



Goal	When	Why	How
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WFG / BUSINESS GOALS

- 1
- 2
- 3
- 4

FINANCIAL GOALS

- 1
- 2
- 3

HEALTH & FITNESS GOALS

- 1
- 2
- 3

FAITH / SPIRITUAL / MENTAL GOALS

- 1
- 2

FAMILY GOALS

- 1
- 2
- 3

# Medium Term GOALS **sample** 2023



Goal	When	Why	How	
<b>WFG / BUSINESS GOALS</b>				
1	I will be an SMD	Dec 2023	To prove to myself that I can win! I want to own my own business.	I will never give up. I will be coachable. I will make 5 new contacts every day! I will show up!
2	I will get my \$100k Ring	Dec 2023	To make what I am worth. To become debt free! To retire my spouse.	I will get to CFT, then MD, then SMD. I will become a student of the business and help 3 families a month.
3	I will make \$250,000 a year	Dec 2024	Because I can. Because I deserve it. To become financially independent.	I will get to SMD and then build a big base shop. I will recruit 2 directs a month.
4	I will get to EMD	Dec 2024	Because most people won't, and I am not most people. I want the SB bonus! (\$2000+)	I will get to SMD and then help others get to SMD. I will continue to personally recruit and build a big base.
<b>FINANCIAL GOALS</b>				
1	We will become debt free	2023	Because I don't want to owe anyone anything. To be financially free.	I will make an extra \$2000 a month by getting on 2 new appointments a week.
2	We will have \$1M net worth	2027	Because this is the beginning of Financial Independence.	I will create a great savings habit and save as much money monthly as I can while increasing my income.
3	We will build/buy our First House	2024	To have and raise our family in a place we can call home!	We will save \$12,000 a year towards the down payment and get our qualifying income up!
<b>HEALTH &amp; FITNESS GOALS</b>				
1	I will run a half marathon	2023	To prove to myself that I can and that I don't give up!	I will run the 10k this May Race weekend and sign up for a half once I complete that. I will run 3x a week
2	I will weigh _____ and stay there! I will get to a size_____ and stay there	April 2023	Because it is time to get in the best shape of my life and feel GREAT about myself!	I will get a gym membership and find a personal trainer to set me in the right direction.
3	I will hire a personal cook	2025	To prepare great meals for my family so we eat healthy and eat no processed foods.	I will increase our income, so we can afford it.
<b>FAITH / SPIRITUAL / MENTAL GOALS</b>				
1	I will read the Bible	2023	To grow my faith	I will read two pages a day.
2	I will read a book every month	Month	I need to continually personally grow if I want to grow my business.	I will preplan and block off time to read every day.
<b>FAMILY GOALS</b>				
1	We will take the kids to Disney	2024	Because I want to do things for my kids that I never had.	We will make and save an extra \$6000 in 2023 and then we will book our trip.
2	We will go on one "family only" vacation a year	Yearly	To spend quality time together.	We will book our trip in advance and earn it by working hard throughout the year by sticking to my schedule.
3	We will live a healthy and active lifestyle	Always	To set a great example for our kids and live a long and healthy life!	We will exercise 4x /week, eat healthy, drink lots of water and include our kids.

# Medium term GOALS 2023



Goal	When	Why	How
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WFG / BUSINESS GOALS

- 1
- 2
- 3
- 4

FINANCIAL GOALS

- 1
- 2
- 3

HEALTH & FITNESS GOALS

- 1
- 2
- 3

FAITH / SPIRITUAL / MENTAL GOALS

- 1
- 2

FAMILY GOALS

- 1
- 2
- 3

# 2023 GOALS **sample**



Goal	When	Why	How	
<b>WFG / BUSINESS GOALS</b>				
1	I will pass my cert exams	Jan 31	So I can get paid!	I will pre-plan and set aside time every day to study and do the mock exam. I will write one cert a week.
2	I will get my CFT	Jan 31	To become independent	I will have a guest and a new appointment every week. I will practice my presentation once a day.
3	I will recruit 2 people / 10k pts	Monthly	It all starts with me	I will have 2 guests a week to the BPM. I will make 3 new contacts every day.
4	I will come full time	April 1	I am committed and want to win	I will have a plan with a deadline. I will get to CFT and start to help families on my own.
<b>FINANCIAL GOALS</b>				
1	I will make my first \$1000	Jan	To prove I can do it and become a Net Recruit!	I will get on 2 new target market appointments a week. I will make a list and call it daily.
2	I will get my \$50,000 watch	July 31	To prove I can do this	I will become independent by going on LOTS of field training, so I can run at my own pace! I will make 3 contacts a day!
3	I will save \$500 / month	Monthly	To move closer to my FIN#	I will create a great savings habit by saving \$100/ month to start. I will save 20% of my WFG income.
<b>HEALTH &amp; FITNESS GOALS</b>				
1	I will work out 4 days / week	Weekly	To get in shape	I will pre-plan, put my workouts in my schedule and do what is in my schedule.
2	I will not eat after 8pm	Daily	To stay healthy	I will drink 3 litres of water a day and make sure I eat between 5 and 8 so I do not binge when I get home.
3	I will drink 3L of water / day	Daily	To increase my energy levels	I will drink a litre of water before I leave my house. I will have a water bottle by my desk all day.
<b>FAITH / SPIRITUAL / MENTAL GOALS</b>				
1	I will read 10 pages / day	Daily	Leaders are readers	I will pre-plan and put time in my schedule 20-30 minutes of reading a day. I will read before I go to bed. (no phone!)
2	I will go to church on Sundays	Weekly	To develop my faith	I will go to church either Saturday evenings or Sunday mornings. I will pre-plan.
<b>FAMILY GOALS</b>				
1	I will not work on Sundays	Weekly	To have uninterrupted, quality family time	I will not take appointments on Sunday. I block off my entire day, no exceptions.
2	I will qualify for...(insert contest)	2023	To set a great example and win for my family	I will know exactly what it takes to qualify, know where I stand weekly, and I will do the appropriate activity to get it.
3	We will have a date night	Weekly	We need time alone to strengthen our relationship	I will block off Fridays at 8:00 unless we are travelling. We will get a sitter well in advance... or.....

# 2023 GOALS



Goal	When	Why	How
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## WFG / BUSINESS GOALS

1

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## FINANCIAL GOALS

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## HEALTH & FITNESS GOALS

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## FAITH / SPIRITUAL / MENTAL GOALS

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## FAMILY GOALS

1

2

3

## WRITTEN PLAN

### Health:

Being in great shape is something that I can be proud of. I love to workout, eat right and drink lots of water. It makes me feel great and I have more energy so I can spend more quality time with my family and be more productive in my business.

I also love the competition of triathlon and how it makes me always strive for more. It makes me feel alive and young!

I can't wait for my next workout. I love to eat whole and healthy food, which is my fuel that energizes me to optimum health and a long life with my family.

### Family:

I love my wife. Jill loves me, and I am so lucky to have found her. Her love for a great life helps drive my passion for the same goal. With her by my side, our accomplishments come more easily through support and encouragement. I tell her that I appreciate her every day, so she knows how important she is to me.

I love my kids. Jaymeson, Jackson, Addison and Pearson are a blessing, and we live our life for them. I will tell them everyday how much I love them and teach them the right and just way to live life through my personal example. They deserve a great life, and it is up to me to make that happen! I want to be their hero!

### Business:

Our team and office is a hot entrepreneurial environment that attracts great people. We are a recruiting machine helping people from all different walks of life realize their goals and dreams. Our business opportunity is second to none and has changed our family's life forever!

To have a great business, it all starts with me. I must personally recruit 2-3 people a month. To do this I must make more phone calls and prospect more people. I am a master at both of these activities. This will set the example for our team and most importantly drive our base to double digit recruit every month! I must also drive and track my people's progress with urgency. They need to see some success fast! Recruiting, licensing and selling all comes with constant communication and follow-up. Their success depends on my willingness to do this and then teach and encourage others to do the same. Our base will have 30 invites to our weekly BPM's, which encourages an atmosphere of enthusiasm and excitement. I am looking for people that want to win in their life, and I am the person to help them get there!

## MISSION STATEMENT 2023: “50 Licenses in the Base: One more time!”

I want to be somebody. Somebody that my wife and kids are proud of. Somebody that my parents and family are proud of. Somebody that my friends and family can look up to and say, WOW! That guy did it. He went to work and got it done. He didn't stop. He just kept on doing it and doing it and doing it, and when he looked up, he was farther than anyone thought or dreamed of being in a lifetime. He worked hard, lived right, had fun, and wow, did he ever make it! His family is set for life. I wish I would have done what he did. That guy did what no one else was willing to do. He didn't care what anyone thought and now he has everything he could ever want.

In order to achieve my goals, I must do many things many times. Things that seem trivial, but I know in my heart will get me what I want most. And that is to have anything my family and I want and not to be tied down by any type of financial constraints. This means that I must have 10 million dollar\$ in savings and a passive income of 2 million dollar\$ a year. I can do this by growing a huge WFG business. To do this I must attract a ton of good quality people. I will do this by talking to everyone I meet about my business. I will prospect people who I meet during my day, because that is how I will win for me and my family. Many people will not take the opportunity because they do not understand what I am saying, or it is not good timing for them. This is to be expected, but I will always remember that ENOUGH WILL take the opportunity to change their lives if I just get in front of enough of those people. To sell these people the dream I must always be excited and enthusiastic. A magnetic personality will attract the right people to grow a business that will help thousands of families reach their retirement goals, whether it be through our incredible business opportunity or the incredible financial strategies we offer people and their families.

I will attract great people by making at least 5 recruiting contacts a day. I will do this no matter what stage my business is at. I will call people I have not spoken to, people I have already spoken to, people I have prospected recently, people I prospected a long time ago, old friends, new friends, clients, referrals, new recruits, old recruits, business cards, phone lists and any other numbers I can find. I must have a laser like focus on making these calls everyday in order to constantly be moving my business forward. I will track and follow-up, so no one falls through the cracks.

I will strive to always be growing. I will read books with a passion to improve myself. I will get around and spend time with people that have what I am working towards. I will listen to podcasts instead of the radio and always find new ways to get more great influences and experiences into my head. This is the key to my success as a person, husband, dad, brother, son, leader, coach, mentor and as an example of what it takes to win.

I will stay in shape. I will work out every day. I am more confident and have more energy when I am consistent in my workouts, whether it be triathlon training or lifting weights. Sometimes I will have to get up in the morning to run, bike, or swim, but this is the price I will have to pay to make the best use of my time and win for my family and I.

I must get and keep the support of all the important people to me in my life like Jill, the kids, my parents, brothers and the rest of my family and friends. I will do this by constantly communicating to them the great things we do for people every day. I must get and stay excited about what we do for families and talk about it all the time. I will attract friends and family into the business by keeping in constant touch with them and be excited about what we do for people.

We will live in a 10,000 square foot home on the river, price will not be an issue. We will have a yard, so the kids have lots of room to play. Not only will this be an awesome place for our kids to grow up, but it will also sell the dream to our team and attract more quality people to our business by showing them what is possible.

We will go on at least one tropical trip a year with our family. We will expose our children in the first ten years of their lives to things that most people don't get the chance to experience in their lifetime.

I will also have a more leisure and fun relationship with my parents in order to create a deeper relationship before they are gone. I will do this by playing golf with them a few times a year and constantly communicate to them how my life is going and how much they mean to me. I will tell them I love them.

I will make sure that Jill knows she is loved. I will do this by telling her I love her everyday and making her feel important. I will make her realize that she is the most important thing to me in my life by talking to her and telling her how I really feel. She is the reason I am still in this business and when I talk about everything in my life, I will say WE instead of I.

We must pay the price now for a better life later. The price must be paid in full and up front. Whether that means time, getting uncomfortable or forgoing things that in the BIG picture do not really matter. I do not care what others think because they will not be there for us if we need them. But...we will put ourselves in a position so WE will be there for them. We will take care of ourselves and bring as many people along for the ride as want to come. Along the way, we will have lots of fun and experiences. The journey will be the real accomplishment as challenge and growth are what it's all about.

I am a great leader that listens to my people, helps them stretch their thinking of what is possible, gives them a perspective that will aid in their decision-making process and in turn, will help them accomplish what THEY want to accomplish.

**We will make \$2 million dollars a year, have 20 direct SMD's, 100 total SMD's and 1000 licensed agents on our team.**

**GO WIDE. BUILD LEADERS. SAVE MONEY. HAVE FUN!!!!!!**

## **Vision Board – A Powerful Tool to Manifest Your Life Desires**

<https://blog.mindvalley.com/vision-board/amp/>

### **What is A Vision Board?**

A vision board is a powerful tool that helps you narrow down your desires through the power of choice. The tool helps you invest the time and energy to visualize your future and consistently reminds you of your life goals.

Let's look at three purposes of your vision board / dream board in more detail below.

#### **1. The Power of Choice**

Visions boards force you to examine your desires and focus on those that truly matter to you. Whether creating one or several boards, the limited space forces you and empowers you to focus in on your most treasured desires.

The process of choosing what to put on your vision board is simple yet meaningful. First, identify your wishes or desires, then select images that represent those desires. This simple selection process narrows down your focus and personalizes your board with specific messages that matter to you.

For example, you might decide to put a picture of a house on your vision board because you want to purchase your dream home one day. But if you're not satisfied with pasting an image of just any house on the board, you can find the perfect representation of your dream home or pick aspects of homes to collage them together into your perfect home.

There is power in focusing on the details of how to represent your desire. The process of making those choices sends a very specific and personalized message to the universe about your desires.

#### **2. The Power of Visualization**

Without a doubt, it is the visual aspect of a dream board that really drives home your desires and sends a very loud, clear message.

It's easy to think that choosing and focusing on a desire helps achieve it that specific desire, but visualization isn't as straightforward as we think it is.

To understand why visualizing your desires is so powerful, we need to look at the brain. Our brain is an incredible machine that is geared toward making us successful with every action we take. Our brain trains our bodies to prepare for action — when we imagine ourselves preparing for an activity, our brains run through the process and send signals to the rest of our body to complete the action.

Visualization is nearly as powerful as performing the action. When you visualize yourself living in your dream home, your brain trains your body for that reality.

#### **3. The Power of Consistency**

It's no secret that consistency is important. Whether attempting to learn a new skill or create a new habit, consistency is the key. We're wired for repetition, and every time we repeat an action, we become stronger with that action.

By creating a vision board and placing it in a spot you see every day, you create the opportunity for consistent visualization to train your mind, body, and spirit to manifest your desires.

The wonderful thing about a dream board is that it only requires time and energy for the initial creation. After that, the consistency in the visualization happens every time you look at it.

## Promotion Guidelines

<b>Training Associate (TA) → 26%</b>	<ul style="list-style-type: none"> <li>• Get licensed</li> </ul>
<b>Associate (A) → 36%</b>	<ul style="list-style-type: none"> <li>• 3 – 3 – 30</li> <li>• Or</li> <li>• Certified Field Trainer (CFT)</li> </ul>
<b>Marketing Director (MD) → 51%</b>	<ul style="list-style-type: none"> <li>• 3 direct licenses or 5 total licenses</li> <li>• 40,000 team points in 3 months (on system)</li> <li>• Must be a CFT (involved in 10K)</li> </ul>
<b>Senior Marketing Director (SMD) → 66%</b> Base Shop bonus – approx. 4% paid if: 3 rec & 25,000 points or 30,000 points	<ul style="list-style-type: none"> <li>• 10 licenses (3 direct)</li> <li>• 75,000 team points in 3 months</li> <li>• Promote a MD</li> <li>• \$35,000 rolling 12-month cashflow</li> <li>• Or</li> <li>• \$20,000 rolling 6-month cashflow</li> </ul>
<b>Executive Marketing Director (EMD)</b> Super Base bonus – approx. 3% paid if: Super Base does 100,000 points	<ul style="list-style-type: none"> <li>• 3 direct SMDs</li> <li>• 750,000 super base points in 12 months</li> </ul>
<b>CEO Marketing Director (CEO)</b>	<ul style="list-style-type: none"> <li>• 6 direct SMDs</li> <li>• 1.5 million super base points in 12 months</li> </ul>
<b>Executive Vice Chairman (EVC)</b>	<ul style="list-style-type: none"> <li>• 9 direct SMDs</li> <li>• 2.25 million super base points in 12 months</li> </ul>

- Standards help people grow into their promotions
- Don't just promote people, build leaders!

# THE YEAR OF THE SMD

January 27-29, 2023



1950 Montreal Rd, Cornwall | DEV Hotel & Conference Centre

## FRIDAY

- 5:00 PM.....Registration
- 5:00 PM .....SMD Dinner
- 7:00 PM .....MD+ 20%ers Meeting

## SATURDAY

- 7:00 AM .....Registration
- 7:00 AM .....Breakfast
- 9:00 AM .....General Session 1
- 12:00 PM .....Lunch
- 1:30 PM .....General Session 2
- 5:00 PM .....Dinner
- 7:00 PM .....Awards Gala

## SUNDAY

- 7:00 AM .....Breakfast
- 9:00 AM .....General Session 3
- 12:00 PM .....Lunch
- 1:30 PM .....General Session 4  
(Concludes at 4:00PM) ❄️



Cam & Irene Agnew, SEVC



Event Space

