

From the desk of Justin Popovic...

IGNITE YOUR ESSENCE

GOAL ACHIEVEMENT COACH

e-WORKBOOK



IGNITE YOUR ESSENCE MEMBERS!!

This is your personal 12 month Goal Achievement Guide. Use this workbook to stay committed to your goals and your personal growth starting today and continuing for an entire year.

Justin's Welcome Letter

Thank you for choosing Ignite Your Essence!

CONGRATULATIONS for making a commitment to personal growth and development and investing in yourself. This workbook has been designed specifically for individuals like you who are dedicated to improving the results in all areas of their lives!

Recent studies have shown that only 3% of North Americans have clearly defined life goals and only 1% have their goals written down. By following the ideas and exercises presented to you in this transformational workbook, you are automatically moving yourself into the top 1% of high achievers in our part of the world!

There is a famous quote from James Allen that states:

“Men are anxious to change their circumstances, but are unwilling to improve themselves; they therefore remain bound.”

Are you willing to improve yourself so that you have the power to improve your circumstances? Action is the key! Please remember to respect the investment you have made in this program and follow the instructions by taking definite action against all of the ideas that are generated during your goal setting mission. This will ensure that you are moving in the direction of self improvement, and therefore moving in the direction of bigger and better results.

Enjoy the journey!



Innovative
Personal
Development

***Make a lifetime commitment
to self-improvement...***

- ★ Discover Your Passions
- ★ Improve Your Results
- ★ Design the Life You Dream About

Ignite Your Essence is a personal development company dedicated to making a positive difference in the world. We have teamed up with some of the finest individuals in the industry to bring forth powerful messages of self development and human potential to help each person discover what they are truly capable of achieving. Work with our team and discover your true self while we help you ***Ignite Your Essence!***

We Offer:

Home Study Programs

Personal Success Coaching

Seminars & Events

Keynote Presentations

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SECTION 1:

Preparation For Your Goal Setting Journey

Section 1 of your workbook will introduce you to different ideas and techniques that will help you before and during your goal achieving process.

Introduction

A fundamental law of the universe is that nothing remains at rest, everything is moving (create or disintegrate, grow or die). This means that if you are not moving in the direction of improvement in life, then by law, you are moving in the opposite direction. It is human nature to avoid pain and seek pleasure which is why it is so easy to get stuck in what some people call a “comfort zone”. People in a comfort zone will often make comments like, “I like things just the way they are.” These people are demonstrating their ignorance of this vitally important universal law.

In order to live a happy and fulfilled life, this law requires that we constantly reach for new heights, stretch our boundaries and realize our full potential.

Setting goals is a sure fire way to ensure you are moving in the direction of growth and expansion. Goals also allow us as humans to leverage the power of our brain to set a definite target and move toward that target with confidence and poise.

There are 2 Categories of Goal Setting to Consider

Breakthrough Goals and ***Short Term Goals***

A **breakthrough goal** is something that is far beyond your current capabilities and experiences. It is something that you really do not know how to achieve. It may even seem unrealistic at the beginning. This is okay. The purpose of a breakthrough goal is to discover what you are truly capable of doing. It should be a goal that is very exciting and completely in tune with your core passions in life. Because breakthrough goals are so significant, it is not uncommon to feel a little scared about the pursuit of such a huge target. This is a good thing!!

Because breakthrough goals require time and dedication, it is essential to keep your goal in front of you and in your conscious awareness as often as possible. This allows you to program the idea of this new goal

into your subconscious mind. Your subconscious mind controls your behaviour, so the more you impress the idea of the goal upon your subconscious, the more the goal becomes real to you. Use the following process to stay focused on your breakthrough goal:



Figure 1.0

Figure 1.0 highlights a powerful technique you can use for your personal goal achievement mission. As you work towards your breakthrough goal, you should cycle through the following questions:

TARGET	Am I moving towards a clear and specific target?
DESIRE	Is the target in tune with my core passions in life?
ACTION	Am I taking specific action steps towards this target (see short term goals next section)?
FEEDBACK	Based on my actions, does the feedback indicate that I am moving in the right direction or do I need to adjust my course?
PERSISTENCE	Am I willing to continue moving towards this target despite all apparent obstacles?

Short term goals are your immediate, plan-specific goals. These are goals that you do know how to complete that will act as stepping stones to your Breakthrough Goals. As you complete short term goals, you have reasons to celebrate your wins and continue to **persist** towards your big goals.

The primary purpose of this workbook is to help you identify a breakthrough goal that will alter the course of your life and set you on a path of happiness, health and wealth.

The secondary purpose of this book is to help you establish all of the short term goals necessary to move you in the direction of your breakthrough goal.

“Look to the future, because that is where you'll spend the rest of your life.”

-George Burns-

Your future starts now. The first step is for you to read and apply the ideas of this workbook. The rest is up to you. Enjoy the ride!

Understanding Habits

Hab-it: an acquired behaviour pattern regularly followed until it has become almost involuntary

We are creatures of habit. How many people have woken up, got into their shower, poured their coffee and drove to work over and over again? How many people even find that once they get to work, they forgot the drive there? So many of our daily tasks become ingrained in our behaviour and we literally do them automatically without a conscious thought.

Now, of course, some habits are beneficial. It would be pretty overwhelming if we had to think and decide over every little decision we make.

Habits can become a problem if they are self-defeating. They can stand in the way of goal achievement. Habits that cause personal harm are obvious detractors. Even less directly destructive habits can hold people back from their goals. For example, if someone has the habit of imagining negative outcomes in life, it could contribute to that person not setting big enough goals, or it could affect their self esteem to the point where they talk themselves out of a great, life changing idea.

The good news: Habits can be changed! Good habits can even be learned!

Here is a four step process to help you on your way:

1. Write down a specific habit you want to change or start. I am going to get fit is not a habit, that is a goal. Instead write something specific like “I will go to the gym every morning before work instead of cooking a big breakfast”

Habit to Change or Start

Visualization

This is another section dedicated to a tool that will allow you to follow your goals more efficiently.

Visualization is an important piece of the success puzzle. Visualization has been used by successful people for ages. Look no farther than the Olympics. If you get a chance to observe an athlete before their event, pay attention to them. They are almost assuredly visualizing their upcoming event. Many times their eyes are closed and their body is actually twitching and moving as if they are currently doing their event. These are the world's top athletes, the cream of the crop. They seem to believe visualization is important in their goals, so why not you?

What you send out is what you get back. This is not a mystical claim. It is reality. Jim Carrey wrote himself a multi-million dollar cheque when he was a stand up comedian living out of his car. He has since received a large number of these real cheques. Now of course he followed his goals and through perseverance he reached his current success. But who is going to doubt the power of him writing that cheque and visualizing his future success.

At the very least visualizing is another helpful technique in the goal setting process. Visualizing your future success can be motivating and refreshing. It is like a beacon for you to work towards.

"I would visualize things coming to me. It would just make me feel better. Visualization works if you work hard. That's the thing. You can't just visualize and go eat a sandwich."

-Jim Carrey-

Visualization Exercise

Step 1:

Find a comfortable place to sit or lie down, a quiet place if possible. Close your eyes and begin to think of a great time in your past. A time you felt truly relaxed and comfortable.

Observe your surroundings. Take in everything. Remember the colours of the scenery. Remember the smells. Notice the fresh air. Check out the shapes of any familiar objects. Make a note of anything happening around you. Allow yourself to be fully immersed in the memory.

Step 2:

Now change the image in your mind. Start constructing your ideal future. Imagine the peak of your success. Take in your surroundings, take in the smells.

Picture your body in perfect condition. Think about your wealth. Bring in images of the people you love and want to be surrounded with. Imagine some experience you want dearly to have. Basically build an ideal world for yourself.

Take time to remember and savour it all. Re-play the image in your head as many times as you want.

Now open your eyes. Return to your waking state and you will be feeling refreshed and calm. You can repeat this whenever you feel really stressed or depressed.

**"Losers visualize the penalties of failure.
Winners visualize the rewards of success."**

-Unknown-

Affirmation

Affirmation goes hand in hand with visualization and changing your habits. It is an attack against negative thoughts you are subconsciously thinking.

The subconscious mind is the part of our personality that controls our behaviour. It is also described as the “emotional mind”. To get a deeper understand of the subconscious mind, check out **“The Power of Your Subconscious Mind”** by Joseph Murphy.

Affirmations help you program your subconscious. Suppose you want to eat healthier. You want to give up potato chips. If you tell yourself over and over again that “I only eat healthy things”, your subconscious will eventually catch on. Then one day when you are in the chip aisle at the supermarket and you lean for that bag of chips a little voice will say “You only eat healthy things.”

That is the essence of affirmation. You tell your subconscious mind what you really want and it will work with you towards that goal. Remember – be positive. Focus on affirming positive things you want to do, not negative things you want to stop.

This is a perfect pairing with visualization. Before you visualize or afterwards, spend 5-10 minutes affirming. Tell yourself what you are going to accomplish. Tell yourself why you will accomplish it. Tell yourself why you deserve to accomplish it. Repeat daily.

“It's the repetition of affirmations that leads to belief. And once that belief becomes a deep conviction, things begin to happen.”

-Claude M. Bristol-

Overcome Negative Thinking

Everyone has negative thoughts. This is a burden most of us carry. These thoughts can exist as self doubt, bitter feelings towards others and even bitter feelings towards oneself.

The problem with these thoughts is that a lot of them stem from beliefs that have been programmed in our subconscious with or without our approval. Take for example someone with low self esteem. This person might have an exciting dream of one day becoming a singer in a band. They could have a fantastic singing voice and a deep passion for music but a self image that does not match the dream. The self image is programmed with ideas like “you are too shy to sing in front of people” or “people will laugh at you on stage” which ultimately force this person to abandon the goal. This is just one example, but it illustrates the control that negative thoughts can affect a person.

Since you just learned about Affirmation, it is time to examine a negative thought exercise that will provide fuel overcome this kind of thinking.

On the following page brainstorm a list of the negative thoughts you have. Thoughts you have about yourself, thoughts about others and just negative thoughts in general. It is safe to say it will not take long to think of a decent list. Once you have that list, you will then think of affirmations to counter those negative thoughts.

“Be vigilant; guard your mind against negative thoughts.”

-Guatama Siddharta -
Founder of Bhuddism

Overcome Negative Thinking - Exercise

Use the following table by listing your negative thoughts on the left hand side. On the opposite side of them write a positive affirmation that counters the negative thought. Remember the affirmation should be completely positive, it shouldn't be about stopping something negative, it should be about doing something positive.

Negative Thought	Affirmation
I eat too much junk food.	I only eat healthy food.

Do Something That Scares You

One last bit of advice before you set out on your goals full tilt. This is important. People who really want to reach their goals are going to have to do things that aren't exactly in their comfort zone. Things they fear.

Some people describe fear as "Fantasized Expectations Appearing Real". The emotion of fear is completely natural. Learning how to move forward in the face of fear is an acquired skill that provides personal empowerment.

A lot of times when a person is afraid of doing something, it is really just the anticipation of that act that is scaring them. Once they have done the act or, even while doing it, the fear dissipates. The person is left wondering what it was that they were afraid of in the first place.

Fear is your mind trying to protect you from the unknown. Take for example bungee jumping. When you are about to bungee jump your mind is firing all kinds of info at you. All the dangers, memories of horror stories, etc.. When you go to take your 100th jump though, your mind knows that generally speaking nothing bad is going to happen and it leaves you alone.

Bungee jumping is an extreme example, but the same can be said about scary everyday things. Some people are scared of making cold calls. Eventually though if you keep making these cold calls, your mind realizes there is nothing too awful that can happen. You can then proceed without fear.

Do not allow fear to stop you from action! Starting today, decide to do at least one thing that you find fearful. Repeat daily. This will break down the barriers of fear for you and you will feel better about yourself because you have accomplished something you didn't think you could do.

**"I'm not afraid of storms, for I'm learning
how to sail my ship."**

-Louisa May Alcott-

SECTION 2:

Choose and Document Your Personal Goals

Section 2 of your workbook will help you uncover your true passions in life while you tap into your creative imagination. You will set exciting goals for the future and plot the path to their destination.

Your Personal Mission Statement

A mission statement is used by companies and organizations to tell the world and themselves their purpose for existing.

It is important that each and every one of us also has one. It is the reason YOU exist. It is the focal point of all your wants and desires. It will help your life stay on course.

Take the time now to write your life's mission statement.

This doesn't have to be tough, just be honest with yourself. Keep it short and simple. Here is an example an athlete might use:

“To compete at my highest level so that others are inspired to stay fit”

Just make sure it is your own mission statement. It must be born of your desires. It must inspire and motivate you.

Don't take too long on this part. You can write it now and then change it later if it doesn't seem completely right to you – then rework it.

MISSION STATEMENT

The 101 Goal Exercise

This exercise is very straight forward. But it is significantly tougher than you would imagine. Write a list of 101 goals you would like to achieve in your lifetime. This exercise will force you to move your imagination into high gear. Imagination is key to the goal achieving process.

If you get stuck and think you can't possibly have any more goals, put the workbook down, do something else and come back to it later. Many people find they don't get all their goals down until they have tried more than three separate times.

Strive for 101, even if it takes you longer than anticipated.

1.	2.
3.	4.
5.	6.
7.	8.
9.	10.
11.	12.
13.	14.
15.	16.
17.	18.
19.	20.
21.	22.
23.	24.
25.	26.
27.	28.
29.	30.
31.	32.
33.	34.
35.	36.
37.	38.
39.	40.
41.	42.
43.	44.
45.	46.
47.	48.
49.	50.
51.	52.

53.	54.
55.	56.
57.	58.
59.	60.
61.	62.
63.	64.
65.	66.
67.	68.
69.	70.
71.	72.
73.	74.
75.	76.
77.	78.
79.	80.
81.	82.
83.	84.
85.	86.
87.	88.
89.	90.
91.	92.
93.	94.
95.	96.
97.	98.
99.	100.
101.	

DONE! If you found this difficult, you are not alone. That was a tough exercise. It will make the rest of this book that much easier though. Envisioning everything you want is a key to success. This exercise has started you off right!

Document Your Passions

The above section can actually be quite difficult. By the time you reach the end of your 101 list, you have likely touched upon most, if not all, of your core passions in life. In the section below, mentally revisit your 101 list and highlight all of your core passions in life. These are critical for the next section

Passion	Description
<u>Example:</u> Writing	I love to write short stories and keep a daily journal

Develop Your Breakthrough Goal

Now you have a list of your passions and a list of 101 goals that you would like to achieve in your lifetime. Using your mission statement as a guide, write your breakthrough goal in the space provided below. One breakthrough goal is enough but there is room for up to three breakthrough goals. You will know what the right number is for you. Remember to write your goal in as much detail as possible (make it specific and measurable including “what” you want, “when” you want it by)

Reminder -- A **breakthrough goal** is something that is far beyond your current capabilities and experiences. It is something that you really do not know how to achieve. It may even seem unrealistic at the beginning. This will ultimately alter the course of your life!

My Breakthrough Goal(s)
Example: I will help 1000 youth under the age of 20 start their own businesses by June 10 th , 2010

You CAN Do It

You are about to embark on a journey to reach a phenomenal breakthrough goal. Because this goal is outside of your current comfort zone, you will very likely be faced with self doubt, pessimism or negativity. This is completely natural. Being aware of the fact that you can proceed forward despite all self doubt is true empowerment. Use the exercise below to brainstorm all of the reasons why and how you CAN start moving towards your dream.

Write Your Goal Here:	
Reasons Why I Can't	Reasons Why/How I Can
N E X T	

Short Term Goals

From the section above, use all of the ideas you brainstormed to develop your short term goals. These are goals with a specific plan of action that will move you closer to your breakthrough goal. Use the space provided below to document your short term goals, with all associated actions and check off each action as they are completed.

Short Term Goal (Description and Due Date):	
Action Items	Complete?
Short Term Goal (Description and Due Date):	
Action Items	Complete?

Short Term Goal (Description and Due Date):

Action Items	Complete?

Short Term Goal (Description and Due Date):

Action Items	Complete?

SECTION 3:

Time to Take Action

Section 3 of your workbook provides very powerful exercises and techniques you can leverage as you work towards your breakthrough goal(s). This section will keep you on track as the days, weeks and months progress

Action

Now you get to take action! This is the start of your 90-Day action plan! The goals you have just listed will begin to manifest only through your actions. Right now they are just a shapeless block of marble, but in 90 days, your weekly actions will chip away until your vision begins to take shape!

Step One

“A Partner”

This is the first action you will be taking. You need to find a partner. Bonnie had Clyde, Starsky had Hutch and Butch Cassidy had the Sundance Kid. A partner will be invaluable in this process.

Finding a partner shouldn't be a problem either. I can guarantee you can all find a partner. It can be a close friend. It can be a relative. It can be someone you met at an Ignite Your Essence event. You can't think of anyone? Well log onto igniteyouressence.com and join the forums. There are always people there looking for partners and wanting to help.

So now that you have a partner...

Partner's Name: _____

Partner's Phone: _____

Partner's Email: _____

Keep this info handy! Write it on one of the included index cards and keep it somewhere you can see it. Just knowing you have a partner in this endeavour will help keep you on track. Just walking by and seeing this information can help invigorate you towards your goals.

12 Week Plan of Achievement

Each week write down three actions you will be taking in order to reach your goals from the earlier section. Use the 3 actions for all your goals or for just one of them! Contact your partner at the start and the end of the week. Tell them your actions at the start of the week, and tell them your accomplishments at the end of the week. Share encouragement and successes.

WEEK 1 Partner Contacted? __Y __N	WEEK 7 Partner Contacted? __Y __N
1.	1.
2.	2.
3.	3.
WEEK 2 Partner Contacted? __Y __N	WEEK 8 Partner Contacted? __Y __N
1.	1.
2.	2.
3.	3.
WEEK 3 Partner Contacted? __Y __N	WEEK 9 Partner Contacted? __Y __N
1.	1.
2.	2.
3.	3.
WEEK 4 Partner Contacted? __Y __N	WEEK 10 Partner Contacted? __Y __N
1.	1.
2.	2.
3.	3.
WEEK 5 Partner Contacted? __Y __N	WEEK 11 Partner Contacted? __Y __N
1.	1.
2.	2.
3.	3.
WEEK 6 Partner Contacted? __Y __N	WEEK 12 Partner Contacted? __Y __N
1.	1.
2.	2.
3.	3.

Daily Log

You have tracked your goals, your actions and your achievements over a 90 day period. You have talked with your action partner along the way. You can now easily look back and see the goals you have reached and how you got there.

12 weeks isn't enough though.

It is enough to illustrate the importance of goals and actions. It isn't enough to begin to significantly whittle down your original 101 goals list though. For that you need to act daily, month after month. Now of course you get days off. You must have some time to enjoy the fruits of your labour. (FLUSH OUT THIS THOUGHT) This upcoming section is a daily log you can use. After each month there will be a time for reflection and direction. Reflect on the month before, and plot the direction of the month ahead.

"What you get by achieving your goals is as important as what you become by achieving your goals."

-Henry David Thoreau-

"Man is a goal seeking animal. His life only has meaning if he is reaching out and striving for his goals."

-Aristotle-

January

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

February

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

March

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

April

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

May

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

June

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

July

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

August

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

September

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

October

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

November

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

December

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday

Reflection and Direction

REFLECTION

List three actions you found successful last month	List three actions that aren't working	List any goals achieved

Most Helpful Book Read: _____

Most Important New Contact: _____

Most Important Thing Learned: _____

DIRECTION

List 3 actions you must take this month	List 3 new people you will contact/network with	List any goals that you plan on achieving next month

Book(s) to read: _____

Webinars/Seminars to attend: _____

I hope to learn: _____

CONTACTS

For advice on how to apply these philosophies, for more info or to book coaching and training, contact:



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