



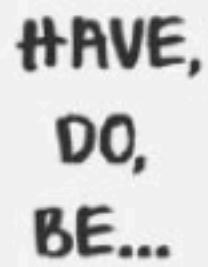
## VIDEO



## VIDEO



GREAT VISIONS  
precede  
GREAT  
ACCOMPLISHMENTS



**NOT... "BEHAVE IN DOOBIE"**

## DREAMS HOPES AND DESIRES

HAVE DO BE

The image shows a set of three vertical panels, each featuring a series of horizontal louvers. These louvers are thin and evenly spaced, creating a grid-like pattern across the entire surface of each panel. The panels are light-colored, possibly white or cream, and are positioned side-by-side against a plain, light-colored background.

## DREAMS HOPES AND DESIRES

**HAVE**  
Service  
Health  
Family  
Finance  
Working Budget  
At Home  
Home Room  
Marvin, 95, 9  
Business  
4,000  
All of vacation back home  
and Gail's request  
to sell everything.

80  
82

## DREAMS HOPES AND DESIRES

BE

## DREAMS HOPES AND DESIRES

<b>HAVE</b>	<b>DO</b>
New house	Buy home and find a house
Rest	Go to the mountains, beach
Plane	Reserve a private plane
College	Go to Methodist High School
Good health	Take healthy care
Smart family	Learn to fly
Meeting Marriage	Write a book
\$10,000 in savings account	Start a blog
Condo in Arizona	Create family website
500 more books	Get a dog/pet cat
Actor Martin Sheen	Buy a new dining room set
\$10 million income	Travel to Australia
4 day week	Work in a company
2 years of vacation each year	Find a house
Health	Buy the best American food
Cars	Go world travel
Mom and Dad's respect	Play basketball, play basketball
Financial security	Get a million ring

- I would like to be a secondary teacher
- I qualify for employment
- I am a good communicator
- I enjoy working with children
- No encouragement
- I am business oriented
- Teacher
- Computer
- Read
- Large amount of work
- Material
- Community Leader
- Writing
- Creative writing
- Photography
- High Mathematics
- All in the computer/telephone
- Bookkeeping
- Manager of my house
- Photography
- Music/entertainment



VISION

## LONG TERM

#### RSPPIRATIONAL VISION

- Options with Varying Boundaries - spiritual, intellectual, financial
  - Take Risks
  - Rank your needs:
    - Through \$ to do what I want, when I want
    - Take extended family to Europe
    - Create Hope & Encouragement
    - Start a Foundation

## VISION

36 MONTHS

### Vision





↑ What are you

## VIDEO

### PLANNING WORKSHEET

12 WEEKS GOALS FOR THE MONEY DRIVEN	1 MONTHLY	
→ Submit PPTs to PC		
→ Add PPTs in clients under way		
→		
TOTAL: Submit 250,000 in PTC		
<hr/>		
TACTICS	MEET	USE
a. Product T client reviewable	✓	✓
b. Feedback set of 10 PTC	✓	✓
c. Meet with 20 clients - 4 per	✓	✓
d. Schedule 1 presentation	✓	✓
e. etc.		



## VIDEO

If you're not in control of your time, then you're not in control of your results

### PERFORMANCE TIME

#### • STRATEGIC BLOCK

##### RECONNECT w/ VISION

- BUSINESS REVIEW - PERIOD GOAL, EXECUTION, METRICS, TACTICS
- ASSESSING PERFORMANCE BREAKDOWNS
- PLAN TACTICS - TARGET METS, PROFILE, CO'S, MARKETING, PREP FOR SEMINARS
- PRACTICE - REFERRALS/SALES TALK, ETC.
- PLANNING FOR NEXT PERIOD

#### PERFORMANCE TIME

- STRATEGIC BLOCK
  - BUFFER BLOCK
    - WHITE CHIP ACTIVITY

### PERFORMANCE TIME

- STRATEGIC BLOCK
  - BUFFER BLOCK
  - BREAK-OUT BLOCK

## MODEL WORK WEEK

### Susan Preston's Goals and Plans

**CT Week Guide**  
See the Periodic table 300 (2) will  
allow you to predict the results  
depending on the reaction type.  
Begins 1/29/06.

Half-Autumn 2020 production credits					
Title	Date	Stage	End Date	Completed	
Autumn set creation 1: three-hour prospecting shoots each week	mid-wk	week 1	week 12		
Schedule 10 approximations	mid-wk	week 1	week 12		
Autumn 7-hour sessions every week	mid-wk	week 1	week 15		
Delivery of strengths list		week 2			
Delivery box of 4-12 CDW's		week 3			
Final shoot of approx. 10 hours - get 1 reference	mid-wk	week 1	week 12		
All the reference of all scenes, persons, effects	mid-wk	week 1	week 12		
Conclude 7 approximations - 2 more	mid-wk	week 1	week 15		
Delivery of final 10 approximations		week 2			

Task	Due	Begin to End in	Completed
Segment current class plan and its relevant progress	week 1	week 1	week 1
Meet with a minimum of 3 students per week weekly	midweek week 1 - week 17	midweek week 1 - week 17	
Meet with Top 20 students weekly - 1 per week	midweek week 1 - week 17	midweek week 1 - week 17	

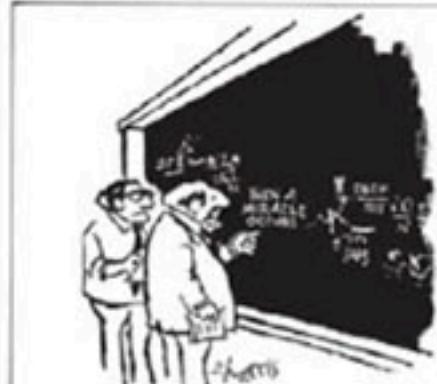
## SETTING EFFECTIVE 12 WEEK GOALS



## **12 WEEK PLAN      12 WEEK GOALS**

標題標題標題

- Dokument (PDF) in PDF
  - Aus STORIS ansehen: unter engl.
  - 
  -



"I think you should be more explicit here on  
string tags."

## VIDEO



↑ What are you

## TACTIC

- SENTENCE
- START WITH VERB
- DESCRIBES ACTION YOU WILL TAKE

## VIDEO



↑ What are you \

## "BE INTENTIONAL"

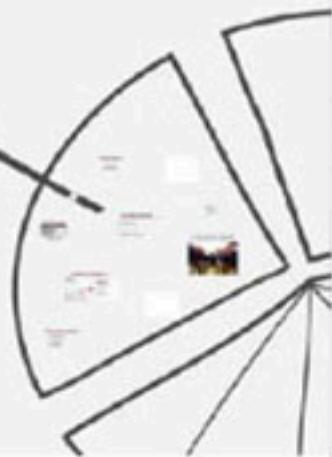


## ACCOUNTABILITY

## VIDEO



## Process Control



## VIDEO

### THE WEEKLY ROUTINE

- I. The Weekly Plan
- II. Peer Support
- III. Scorekeeping

### WEEKLY PLAN PRODUCER

12 week year

## VIDEO

Your odds of success are 7 times greater when there is peer support!



### WAM AGENDA

#### INDIVIDUAL REPORT OUT

- Period Goal - Refusal to Period
- Last week's score
- Focus for this week - Intentionality

\* Note: if individual has scored under 95% two consecutive weeks or more, ask "What are they committed to scoring this week and what will they do different this week from last?"

#### CLOSE

Encourage one another!

## VIDEO

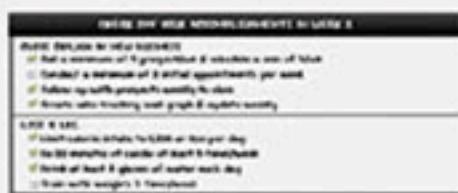
### SCOREKEEPING & MEASUREMENT

#### Lead & Lag Indicators

"The most effective lead indicator available to you is your Weekly Execution Score!"

# VIDEO

## WEEKLY SCORECARD PRODUCER



## THE WEEKLY ROUTINE

- I. Plan your week
- II. Score your week
- III. Engage in peer support



# VIDEO

What are you  
capable of??

