

Setting **S.M.A.R.T.** Goals

Specific: The goal should identify a specific action or event that will take place

Measurable: The goal and its benefits should be quantifiable

Achievable: The goal should be attainable given available resources

Relevant: The goal should align with your overall objectives and emotional purpose

Timely: The goal should state the time period in which it will be accomplished

Initial Goals (*Write a few goals I have in mind*):

Recruit 5 new agents for the year

Sell 200k nap

New house

****Complete the below goal statements after going through steps 1-5 of **S.M.A.R.T.** goals****

Your S.M.A.R.T. Goals *Craft a goal statement based on what the answers to the questions above have revealed. Use clear, specific language. Start your goal statement with "To" or "I will" and then a verb. [Ie: I will sell \$15,000 NAP per month in Q2 in order to see \$3500 so that I can pay all of our monthly bills plus save an extra \$500/month toward a new car.]*

1)

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- 1. Specific:** *What do I want exactly? Why do I want to achieve that? What kind of person do I need to be or grow into?*

I will increase my # of demos (20/wk) and work through businesses and referrals to increase my sales. I want to be a Lt Gov for IA & hit stock incentive every Q. I need to use my time in the field better to do this.

I will work with my wife to get into a new house that fits our family by making enough \$ and collaborating to realize her goals, calling, and desires for our home. I need to be more flexible on my opinions for this.

I will recruit in the field and as I'm reservicing while growing my skill set to have a market director's pipeline for recruiting. NAP and submits should follow, I must recruit! I need to be consistently doing this.

- 2. Measurable:** *How will I measure progress? How will I know if I've successfully met my goal?*

More demos - 20 wkly, more referrals = to # of demos, more enrollments - 1/wk, more nap - \$15k/mo

1 recruit by Dells trip, next by Midyear

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3. Attainable *Come up with ways to achieve goals. What skills do I need to obtain to achieve the goal? What steps are involved to achieve it? Am I willing to put in the amount of effort required to achieve the goal?*

Sharpen referral getting which will boost recruiting & sales - get more referrals

Sharpen reservecing which will boost recruiting, retention, & sales - call during think ahead

Thursday

Intentional time w/ Alyssa to develop vision and specific requirements for new house

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4. Relevant *You must truly want it. Why do I want it? What is the purpose of my goals? Why is it important to me? Is it worth the cost and resources? Will I truly be happy going this way?*

New house is necessary for our fam being established and Alyssa using her giftset w/ home as center for ministry

Greater nap makes mkt director easier, takes stress off bigger mortgage, enables homeschooling to be well-resourced, funds mission of our church as a benefactor

Recruiting grows income, gives opportunities to new coworkers and widens scope of leadership and influence, necessary for mkt director

5. Time-bound *Gives a sense of urgency. When would I like to achieve my goal by? What's the deadline to accomplishing my goal?*

New house by q4

5 recruits in next 12 mo

200k in 52 wks

PRIORITIZE: Choose 3 goals to focus on right now.