

# Back to Basics Training

## Day Three

### Day 3: Breaking Down the Goal

How are we all doing so far? Are you starting to see how we need to start the goal setting process? We have written down our goals (day one) and we have also made an attempt to listen to that inner voice that prompts us to do something to work toward reaching that goal (day two). Today we are going to look at how we break down the goal into little steps that help us achieve the big goal.

So, let's do it!

Let's pretend your goal is to make \$1,000 every week. Okay, this looks like a lot doesn't it? Well, not really.

This means that we need to have the goal to make \$166.67 a day for 6 days (I work 6 days a week on my MK business....)

Okay, so then, this means that we would need to set a goal to make \$88.34 in the morning from 8-12 and then another 88.34 in the afternoon from 1-5.

With that said, how much would we want to make per hour? We would have the goal to make \$11.05 per hour. Okay ladies.....that is a mascara!

Now, how are we going to generate these sales? You are going to map out how many women you want to talk to each day. Now going on the law of averages....for every 3 women you talk to, one is going to say yes. So that means, if you have the goal of selling 8 tubes of mascara in a day, you want to talk to 24 women, right? Okay, so do you see how you are going to break down your goals into little pieces?

### Assignment #3:

Pick out one of your biggest goals that you want to start working on right away. Now, you are going to decide on a deadline date to reach the goal.

Next, I want you to break that goal into smaller goals to be completed by the month, then weeks, then days....you can even break this down to every hour if you think it will help.

Here's what I did:

My goal is to be a Fabulous 50's Director by July 1<sup>st</sup>, 2003. So, every month I want to recruit 4 new consultants. Which means that I need to recruit one new consultant each week. So, I want to conduct at least 1 interview per day. (For every 6 women I have talked to at least one is going to recruit)

Now, get going, break down those goals and start working!

Today is the last day of the goal setting training. Next, we are going to work on prioritizing. (6 most important things list)

Have a great day!

Love and belief,  
Tracy