

# 2018 Vision & Goal Setting

## 2018 Vision

### Vision is God-given, while ambition is man-made

#### Habakkuk 2:2

“And the Lord answered me, and said, Write the vision, and make it plain upon tablets, that he may run that readeth it. For the vision is yet for an appointed time, but at the end it shall speak, and not lie: though it tarry, wait for it, because it will surely come, it will not tarry.” ~KJV

**A vision board** is simply a tool you can use to help keep your vision in front of you. It is any sort of board (a note book, poster board, computer, iPad etc) on which you display images, pictures, quotes, scriptures etc that represent whatever God has called you to be, do or have in your life. In addition to this or incorporated within your vision board, you will want to write your vision out to review periodically.

### Year in Review 2017:

1. What accomplishments did you see in 2017?
2. What new skills or good habits did you acquire?
3. Looking back over the past 12 months what do you feel good about?
4. What has been your most significant learning in 2017?
5. What would you have done differently?

## **Whole Life Prosperity – Write Your Personal Goals for 2018**

- Spiritual – Your spiritual life touched EVERY part of your life. Attend religious services, read religious publications, meditate and pray more, more effort in loving and serving others
  
- Soul – Mind, Will and emotions: Life follows your most dominant thoughts and imaginations. Personal Development, Reading, writing, improve vocabulary
  
- Physical – Our health is our wealth. Sports skill, different weight, eating right, exercise schedule
  
- Family – Balance your life and build healthy relations. Quality time, relationship with spouse, parents, relatives, new family activity
  
- Financial – Wealth is like a strong city and poverty is destructive. Retirement savings, Investment, Education Fund, Business Capital
  
- Social - Make new friends, dress & look your best, club activities, New Recreational pursuits
  
- Professional - Continuing Skills or Education, Management Promotion
  
- Community Support - Service Organizations, volunteer Work, Civic Office or Committees

## How Do You Accomplish Your Goal?

1. Define the goal.
2. If your goal is long term, set shorter “sub-goals” that will help you accomplish it.
3. Identify small steps to achieve each sub-goal.
4. Consider the possible obstacles to your goals and brainstorm solutions to each.
5. Take time to reassess your goal periodically. Be resilient! Modify your goal if necessary.

## Key Steps to Achieve Your Goals in 2018

1. Renew your mind – Beliefs make up your self-image
2. Guard your mouth – Confessions of your mouth come to pass
3. Walk in love – Faith works by love, business is about relationships
4. Be a giver not a taker – what you sow, you shall reap
5. Be accountable
6. Your success is wrapped up in your daily successful activities

## Visualizing Your Business

Form a clear mental picture of your successful SURGE365 business, and hold this picture in your thoughts with fixed PURPOSE to get what you want, and unwavering FAITH that YOU DO get what you want... ***Whatever the mind can conceive and believe—it can achieve!***

## 6 Ways to Turn Desires into Gold – Refer to *Think and Grow Rich - Napoleon Hill*

- 1<sup>st</sup> Fix in your mind the exact amount of money you desire.
- 2<sup>nd</sup> Determine exactly what you desire to give in return for the money you desire.
- 3<sup>rd</sup> Establish a definite date when you intend to possess the money you desire.
- 4<sup>th</sup> Create a definite plan for carrying out your desire. Begin at once.
- 5<sup>th</sup> Write out a clear, concise statement.
- 6<sup>th</sup> Read your written statement aloud twice daily.



## How to Set and Obtain Spiritual Goals

Pastor Cho in his book "The 4th Dimension," talks about steps to creative goal setting:

**STEP 1: Set a faith goal.** A clear-cut objective - write it down and see it clearly. Your heart should skip a beat when you read it.

**STEP 2: Passionately pursue the desire.** See it, live it, sleep it, walk it... Know that the Lord will satisfy the desires of your heart.

**STEP 3: Pray and believe for the Assurance.** Pray until you receive the assurance. With the assurance, your faith will reach out and grab hold of your objective.

**STEP 4: Command and speak it.** Claim it and give the Word. When you speak it the Word goes out to create it. Signs and wonders shall follow.

## Surge365 Business Goal for 2017 – helping others by helping others help others

- 3&FREE – NO \$59.95 monthly fee
- Team Builder – 3 sales within 30 days, require 6 sales if over 30 days
- Regional Builder – Five (5) \$1,000 Team Builder Bonuses
- National Builder – Fifteen (15) \$1,000 Team Builder Bonuses
- Marketing Director (500)
- Regional Director (2000)
- National Director (4000)
- Executive Director (10,000)
- Presidential Director (25,000)
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### 5-Step SURGE365 Success Process - *Sharing & Recruiting is your LIFE BLOOD!*

1. Make Your List (Memory Jogger at [www.etc-cs.com](http://www.etc-cs.com))
2. Contact and Pique Interest
3. Invite to see a Presentation
4. Follow Up/3-way/Edify Up-line & Close
5. Duplicate-Teach Team to do steps 1-5

### Close The Sale (ABC – Always Be Closing)

- What did you like best about what you saw?
- Do you see the VALUE this brings?
- What would you like to have happen next?
- What would stop you from partnering with me tonight? OR *What would stop you from opening your business right now? (close the sale)*
- What is your timeline?

## A Core Team Player



- Commits to **attend at least one weekly Briefing** at least once a week for 52 weeks
- Ask your family & friends if they're going to shop and travel, do it with you. **Get referrals**
- **Be a product of the product**, when you shop and travel, do it on your website and get paid.
- **Sets aside daily self-development time (at least 15-30 minutes per day)**
- **Stays "Plugged In": Weekly Meetings, Trainings, Team Conference Calls, Team Functions, etc.**
- **Is Teachable/Coachable**
- **Is Accountable...**treats their business like a business...has a daily game plan and works it
- **Commit to doing the 5 Step System – 1) Make a List 2) Contact and Pique Interest 3) Invite 4) Follow-up/3-way/Edify Up-line 5) Duplicate – Teach Team to do steps 1-5**
- Always **Dress for Success**, always be "**Armed and Dangerous**" – always have DVDs, flyers, Brochures/Booklets, CDs, and literature with you
- Commit to attend all major events, Super Saturdays, **National Convention**
- **Follows the GET SUCCESS System**
- **Commits to being A Director within 3-5 Years from now.**

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Reference: [www.etc-cs.com](http://www.etc-cs.com) (Getting Started Tab – Section 2: Set Your Vision

## Write Your Personal Affirmations for 2018

### What Is An Affirmation?

- *Affirmation* is a declaration that something is true
- Self-talk or inner dialogue
- A reflection of our inner truth or beliefs—True or False
- An affirmation is a carefully formatted statement that should be repeated to one's self and written down frequently.

### Applying Affirmations

- You can use "**Positive Affirmations**", which are usually **short positive statements** targeted at a **specific** subconscious set of beliefs, to challenge and undermine **negative beliefs** and to **replace** them with **positive self-nurturing** beliefs.
- It is a kind of "**brainwashing**" only you get to choose which **negative beliefs** to **wash away**.

### Why Affirmations Work

- Reprogramming the subconscious
- The mind instinctively responds to something it believes to be true
- Continually repeating affirmations with conviction and passion will chip away at even the strongest resistance.
- 7 Days to form a habit and complete transformation in 2 years!

### Writing Affirmations

- For an affirmation to be effective, it needs to be...
  - Present tense, Positive, Personal, and Specific.

### How to create your own affirmations

- Start by taking some time to think about areas in your life you would like to improve and how you might want your life to be.
- Write the most important ones down in a list.
- Now look at each item on the list and write out a few positive statements for each. They must be positive and in the present tense, focus on what you **do** want, **not** on what you don't want.
- Creating your own affirmations is the perfect way to get the right affirmations for you.

### The New You

- Because affirmations actually **reprogram your thought patterns**, they change the way you think and feel about things, and because you have **replaced dysfunctional beliefs** with your own new positive beliefs, **positive change comes easily and naturally**.

# Daily Affirmations

***I plan my work daily and I work my plan to achieve my goals.***

	<b>MIND <i>Affirmation</i></b>	<b>BODY <i>Action</i></b>	<b>SOUL <i>Belief</i></b>
<b>Prospecting</b>	<ul style="list-style-type: none"> <li>- I wake up every morning looking for the person who is looking for me</li> <li>- I confidently share my business on the phone and in person. I have a natural ability to attract awesome leaders and business builders</li> </ul>	<ul style="list-style-type: none"> <li>- I hand out a minimum of 10 cards every day on every interaction</li> <li>- I effectively use the Surge365 Mobile App to identify interested prospects</li> </ul>	<ul style="list-style-type: none"> <li>- I meet everyone cheerfully, and they will either prove “golden links in the chain of my good,” or disappear from my pathway. I’m comfortable with this.</li> <li>- I have an attitude of gratitude and I am complete mind, body, &amp; soul.</li> </ul>
<b>Exposure</b>	<ul style="list-style-type: none"> <li>- I enthusiastically share my business with everyone</li> <li>- Everyone participates as either an Club Member, Associate, Travel Professional, or Customer</li> </ul>	<ul style="list-style-type: none"> <li>- I plan my day and work my plan</li> <li>- 90% of my business-building time is invested in exposing and presenting the club membership and business opportunity</li> </ul>	<ul style="list-style-type: none"> <li>- I’m guaranteed to find 4 Aces in every Deck of 52</li> <li>- Good always comes as a result of my continuous activity.</li> </ul>
<b>Closing</b>	<ul style="list-style-type: none"> <li>- I am a natural, expert closer.</li> <li>- I have a talent for closing and sealing the deal “right-now.”</li> <li>- I am bold and confident to ask qualified prospects to join the team</li> </ul>	<ul style="list-style-type: none"> <li>- ABC-Always be closing. I close on every objection. I’m good at it.</li> <li>- I assist the prospect in making the best decision for their families.</li> </ul>	<ul style="list-style-type: none"> <li>- My business is a win-win for both me and the prospect. Everyone wins!</li> <li>- I am actually doing them a huge favor by sharing this wonderful business. Their families and children will thank me for generations to come.</li> </ul>
<b>Follow-up</b>	<ul style="list-style-type: none"> <li>- I call on good prospects as many times as it takes to persuade them to participate as a Club Member, Associate, Travel Professional, or Customer</li> </ul>	<ul style="list-style-type: none"> <li>- I care enough to follow-up within 2-3 days</li> <li>- I’m BOLD, CONFIDENT, and ASSURED in conversation</li> </ul>	<ul style="list-style-type: none"> <li>- About 80 percent of my sales are made on the follow-ups.</li> <li>- I generate more money than I need to abundantly exceed my current lifestyle.</li> <li>- I lead from the front. I am a builder</li> </ul>

***I believe I can do it—I believe I deserve it—I believe I will get it!***