



Step 9 - Set Goals

Set a realistic Financial and Recruiting goal. This means short term, and long term. What would you like your new part-time business to earn you? For a short term goal it might be enough money to pay a car payment. It might be enough money to pay a house payment.

This goal should be reached within 9 months to a year.

Think about it and be realistic. Once you reach your short term look to reach your long term. That might be to be able to retire at 55 or younger. It might be to pay off the house. It might be to earn \$250,000.00 per year or more. It could be a number of things. It might be to be able to fund a charity of your choice. Think about it. This goal should take you 36 to 60 months to achieve.

Set yourself a realistic goal of enrolling 3 per month. Once you get three enrollees, help them get their 3, then help them get their 3. (*This is called "Building Success Units"*)

Then personally recruit another 3 and duplicate the system over and over again. Do not stop doing this until you have enough success units to earn you a six figure income, or whatever your financial goal is.

Find out how long it will take you to reach your goals by dividing your monetary goal by the number of new enrollees it will take to reach it.

If each new recruit spends an average of 50.00 per month on their credit card then multiply and figure out the amount. Learn how to show it on paper.

"ALL our dreams can come true if we have the courage to pursue them"
- Walt Disney