

Dreams and Goals Worksheet



Driving Question: If you had all the time and all the money you wanted, what would you be doing right now? Where would you live? Where would you vacation? How would you contribute?

Date: _____

Focus Area	Your Reality How is your life today?	Your Future What do you really want?
Your Home		
Your Job		
Your Income		
Your Vacations		
Your Time (Any spare time?)		
Your Finances (Any debt?)		
Your Family		
Your Contributions (Charities, giving of your time, energy...)		
Your Car		
Your Investments		
Your Retirement Plan		
Your Hobbies		

Dreams and Goals Worksheet

If you want to get off to a great start in your business, one of the first things you should do is define with great clarity what you are attempting to accomplish from your efforts in your business. In short, why are you doing this? What do you want to accomplish?

If I could wave a magic wand over you and your dream scenario, what would be that dream scenario? What do you want that is so important that you are willing and excited about adding another project to your already busy life?

Please rank in order of importance: (1-12)

- | | |
|----------------------------|--------------------------|
| _____ Early Retirement | _____ New Home |
| _____ New Car | _____ More Family Time |
| _____ Travel The World | _____ Debt Free |
| _____ Vacation Home | _____ Helping Family |
| _____ Time Freedom | _____ Favorite Charity |
| _____ Children's Education | _____ Financial Security |
| _____ Other: _____ | |



Beginning your business with a clearly defined picture in your head and in your heart of where you are going is a critical first step in accomplishing that picture. We highly encourage you to take some quality time over the next several days and clearly define what you want as a result of your efforts in this business. If you are a couple, take time individually and as a couple to define where you are going with this venture.

Your Perfect Day

Albert Einstein once said, "Your imagination is the review to life's coming attractions." It is now time to put your imagination to use. Pretend you have just been hired by a famous Hollywood Director to write the screenplay for your perfect day. Write what your PERFECT day would be like five years from today.

Where would you live? _____ In the city, country side, etc.? _____

What kind of house would you live in (describe in detail)?

What time would you wake up? _____

What would you do when you woke up? What would your day look like?

What type of car would you drive? What color would it be? _____

Who would you spend time with? _____

Additional Details:

Having a Compelling Dream Creates Positive Forward Momentum

Having a compelling dream that excites you to your core, and a willingness to work to make it happen, is one of the secrets to winning in life and in your new business. The person who wakes up in the morning with a burning desire in their heart to accomplish a dream...and is willing to work and sacrifice to make it happen...will blow past the person who wakes up in the morning seeking next week's paycheck.



Answering Several Tough Questions

In the pursuit of a dream, you have to ask yourself several tough questions.....

What do I want in my life.....Financially? Spiritually? Physically? Emotionally?

What am I willing to give up (sacrifice) short term to make that happen?

- Personal Time
- Leisure Time
- Family Time

What amount of time am I willing to INVEST on a **CONSISTENT BASIS** to make that scenario take place within the next 2-5 years? _____

Imagine a doctor, lawyer, an athlete or other successful person who has separated themselves from the crowd...I PROMISE YOU that they asked themselves the same questions...and decided that their dream was worth the INVESTMENT and the SACRIFICE!

Financial Goals:

I would like to have an income of \$_____ per month within 3 months

6 months:\$_____ 1 year: \$_____ 3 years \$_____

I would like my income to be predominately residual and yet still be excited about helping my teammates by working _____ days a month and _____ months each year in support of my team.

Lifestyle Goals:

I would like to take _____ off each month and then take _____ months off each year so that my spouse and I can....

1. _____
2. _____
3. _____
4. _____



I would like to take trips and travel first class to_____, _____, _____

I would like to treat my family to _____.

I would like to do the following for my church _____.

I would like to build a new home or homes in _____, and _____.

I would love to be completely DEBT FREE by _____.

Let your imagination run wild in this very important exercise. Remember where you live. You live in a country where all dreams are possible. You can't out dream what you accomplish, if you **DECIDE** to make your dreams happen.

The Power of an Emotional Dream

You will subject yourself to the stress and discomfort of what is new and challenging—if there is a big enough reason “why.” This general rule is magnified when your “why” is tied to your heart. Don’t ever get in the way of a man or a woman who is in the emotional, passionate pursuit of a dream that they cannot live without. You’ll get run over! If you are willing to get in the passionate pursuit of your dreams you too can become unstoppable

A Key to Your Massive Victory

Your willingness to sacrifice and invest is much higher when your goal comes from your emotions. When you pursue anything with passion, you always surpass the results you get when you engage something with the intellect alone. If you emotionally connect to your goal, you will dig down into your soul to find the bedrock of resolve. You will drive straight through roadblocks like discouragement, rejection, physical exhaustion, and any discomfort caused by personal discipline and delayed gratification. Motivation driven by emotion is the irresistible force that will bulldoze any object that is blocking your path to success.

A Compelling Dream Helps You Overcome

Obstacles and disappointments will happen; it is a part of life and a part of your business. The fact you hit a roadblock does not define you. How you react to the roadblock, however, does. How you handle the pursuit of your dream establishes a behavioral template that will shape every other pursuit in your life. Will you cut and run at the first sign of serious opposition? Or will you regroup and push ahead? Connect to that dream, whatever it is, with every fiber of your being.

Don’t Look to Yesterday’s Results to Define Your Dream

Don’t base tomorrow’s dreams on yesterday’s results. In connecting to and defining your dreams don’t allow the results of yesterday to define the victories of tomorrow. Your B-Epic business represents a whole new paradigm of possibilities. There are no limits to your victory here. The Power of Duplication of Effort and the Empowerment of Teammates creates an unlimited potential in your business. You can’t out dream the potential of the business model of relationship marketing.

Consequences of Having a Compelling Dream

Here are some very clear consequences of having a compelling dream:

- Your tolerance level for failure will go through the roof if you are propelled by a dream that is tied to your heart.
- You will send out an invisible message to people you talk to about your opportunity that you are going somewhere in life. People like to be a part of a winning team.
- If you are sharing our products and the business opportunity without the passion that naturally flows when you are chasing a dream, people are not going to “catch the fever” of a man or woman with a dream.
- When you are in the passionate pursuit of a dream then you will inspire others to pursue their dreams with great passion



A Compelling Dream will Make Investment Make Sense

Having a dream will make investment in your business and in you a natural consequence of your pursuit

Things like: • Self Development • Clothes to look the part • General Physical Appearance • Tools to build your business • Travel Budget

Creating a Connection between Your Daily Activity and Your Dream

If you can ever get to the point where your daily activity (such as gifting and following-up) has purpose and is tied to the accomplishment of your dream, your results, and your effort will be transformed. That connection gives meaning to the next call, follow-up, gift or your attendance of a local or National Event. When you learn to help other people tie their activity of the day to the desires of their heart, you will see life changing results in your business!

Touch Your Dreams

Go touch things that motivate you and represent your dream. It will re-ignite you and energize your daily activity. Create a photo album in your phone of your dreams that you can sit down and connect with when you grow tired in your journey. Create a Vision Board and place it on your wall and look at it EVERYDAY!!

Listen to your people and find out what their dreams are. Help them create a photo album of their dreams for "re-connection" purposes. Get in the emotional pursuit of helping your people accomplish their dreams. Bring pictures from magazines to your teammates that help them connect to their dreams.

Help Your Teammates Define Their Dream Early in the Process

The biggest players in your business will be the people with the biggest dreams. Dreamers will see the process through to a victory. Dreamers will embrace the struggles that accompany any great win. It is critical that you assist your people early in the process to make this connection. Take the time to have a CONVERSATION with them about what they want. Keep the conversation going over time.

Help Others Make Their Dreams a Reality

If you help enough other people get what they want out of life, you will get everything that you want. Rarely will you ever have the opportunity in life to create the quality of bond that happens...when you actually put effort, sweat, and investment in the passionate pursuit of someone else's dreams and they accomplish them.

The Power of Believing and Then Doing

It is critical that you put yourself in the way of information that will allow you to grow your belief that you can achieve your dreams through your business. The more you believe, the more you will be willing to throw your heart over the bar in your pursuit of your dreams.

To build belief:

Get in the way of information about how great our products are

Get in the way of information about how great our company is

Get around people who are making their dreams come true through this business

It is all in your Heart and in Your Head

Dream Big, work hard, work smart and decide that WHATEVER IT TAKES... you are going to make your dreams a reality through your business. Decide that Failure is not an option in the pursuit of your dreams!

"Whatever the mind of man can conceive and believe, it can achieve."

- Napoleon Hill