THE TOP PRO GROUP
INNOVATIVE REAL ESTATE TRAINING & COACHING

Goal Setting

The process of attaining goals is a cycle that begins when you determine what you want and visualize it. _____ means being able to focus on the goal and have a picture of yourself achieving it.

Two Types of Goals:

1. _____ monthly activities and results.

2. _____ one year plan, five year plan, etc.

Developing Your Goals:

1. Goals must be _____ and _____.
   What motivates you? Is it financial, security, recognition?

2. Goals must have your total _____ or they won't be achieved.

3. Goals must be _____.

4. Goals must be _____ (not your manager's, spouse's, etc.)

5. Goals must be in _____ (unwritten goals are daydreams.)

6. Goals must be _____ statements.

7. Goals must be _____ and be realistic in their time frame.

8. Goals must be _____ frequently. They should be adjusted every 90 days.