

# Setting Goals for the Future

"People with goals succeed, and those without goals fail. Define your goals. Then write your goals down along with a specific plan for accomplishing them. Break the long-term goal into a series of little goals, each attainable within a specific time frame. As the saying goes, 'You can eat an elephant one bite at a time.' "

- Mary Kay Ash

"A goal that is really right for you is one that gets those butterflies churning and makes you stretch. It's the only way you'll ever move up."

-NSD Gwen Sherman

1. Close your eyes and take a few minutes to dream about what you want to do with your career. Where do you want to go? What do you want to achieve? What name do you want to make for yourself?
2. Write down your goal along with a plan for accomplishing it. Then break down the goal into a series of little goals.
3. My long term goal in Mary Kay is:

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4. My plan for accomplishing this is:

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5. In order to achieve this goal, I need to break it into smaller goals. Therefore, my goal for the next 3 days left in December is:

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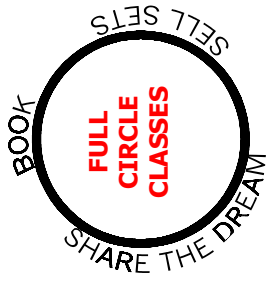
6. My goal for January is: My goal by Career Conference is:

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# The “CLASS”y Way To Succeed In Mary Kay!

You can have anything you want if you are willing to pay the



	<u>Classes</u>	<u>Interviews</u>	<u>Team Members</u>
Senior	- 4	- 8	- 1-2
Consultant			
Red Jacket	- 6	- 12	- 3-4
Team Leader	- 10	- 20	- 5
Fut. Dir./- DIQ	- 16	- 32	- 8
Grand Achiever	- 24	- 48	- 12
DIQ	- 42	- 84	- 30

## Perfect Start

5 Classes  
in 2 Weeks



## Power Start

10 Classes  
in 30 Days



### Senior Consultant



1-2 Active Team Members



### Red Jacket



3-4 Active Team Members



### Team Leader



5 Active Team Members



### Future Director



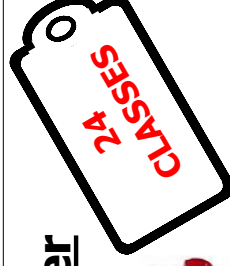
8 Active Team Members



### Grand Achiever



12 Active Team Members

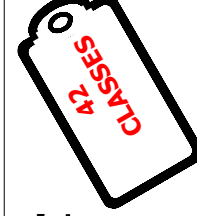


### Director

30 Active Team Members



Once you have completed 16 classes and entered DIQ you and your team members each hold 5 classes to complete Directorship.  
8 Team Members + Yourself = 9  
42 ÷ 9 = 5 Classes per Team Member



The means to EVERY end in Mary Kay is contained within the Skin Care “Class”!!!

7. My goal by Seminar is:

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### Six Steps to Help You Reach Your Goal

1. Write it down.
2. Break it into smaller goals.
3. Put a deadline on it.
4. Focus DAILY on it. This is CRITICAL CRITICAL CRITICAL!!  
Keep it in FRONT OF YOU!! Visuals EVERYWHERE!
5. Plan the steps to achieve it.
6. Take Action
7. If things aren't going the way you want them to set a specific ACTIVITY goal that isn't focused on results. This you KNOW you can accomplish. You will get your confidence back and get back on track. Example: do the 10 Calls a Day or pass out 5 business cards....

Remember: A goal is simply a target - a direction to go - you either hit it or you LEARN!!! If you aim at nothing you will hit it every time!!!

The goal is in CEMENT! The deadline is in sand..... I have rarely hit a goal by the deadline I set initially. The trick is to learn and re-set the deadline. Then - approach it wiser than you were the first time!!

Here's to our BEST YEAR EVER!!!