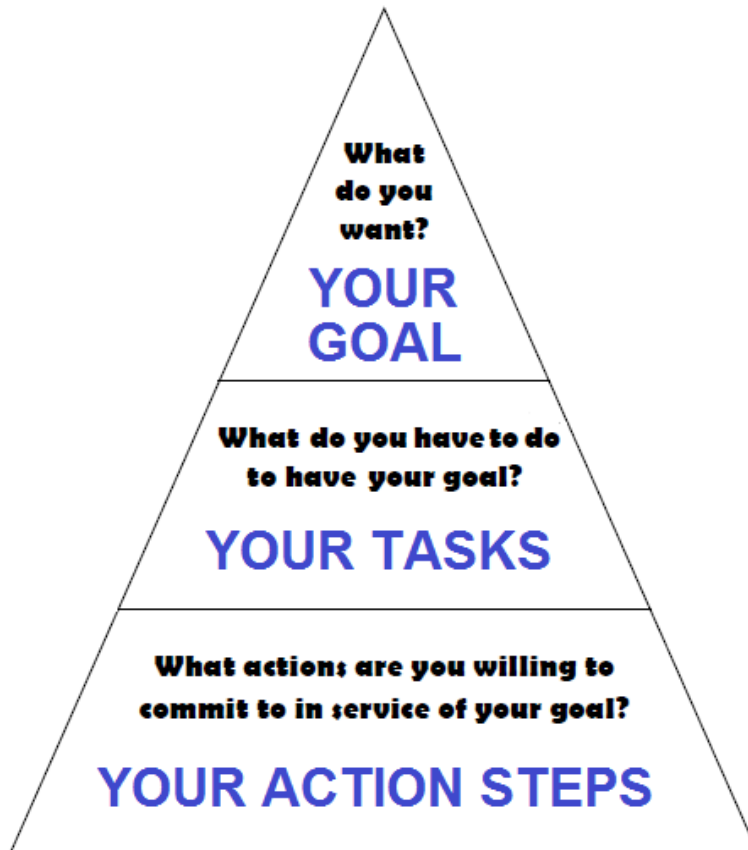


ANATOMY OF A GOAL



YOUR GOAL:

Book and hold 8 parties between now and the
end of February

List 3 TASKS for every GOAL:

1. Post on Facebook 2. Make phone calls 3. Get out and talk to people



List 3 ACTION STEPS for each TASK:

- | | | |
|---------------------------------|---|--------------------------------------|
| 1. <u>Schedule Page Posts</u> | 1. <u>Gather contact list</u>
<small>(past hostesses, order forms, vendor slips, mailchimp, export contacts in bc)</small> | 1. <u>Networking Events</u> |
| 2. <u>Send private messages</u> | 2. <u>Prepare script, follow-up plan, objection responses</u> | 2. <u>Social Gatherings</u> |
| 3. <u>Create and event page</u> | 3. <u>Schedule time for calls in calendar</u> | 3. <u>Wear button/take brochures</u> |