

SMARTER GOALS

Specific: Make a million dollars, not be a millionaire

Measurable: Specific Amount of Money, Closings, Appointments, Contacts, Calls.

Actionable: Must Have Action Steps to Accomplish.

Risky: Get's You Out Of Your Comfort Zone and Makes You Stretch for Something You Wouldn't Otherwise Go After.

Timely: Put a Time Limit On It, for Example, Make a Million Dollars by 12/31/2018, or Close 12 Transactions in the 3rd Quarter.

Exciting: Be Excited to Accomplish This Goal and Make it Fun. Tie it to Your Why.

Relevant: Must be Relevant to Your Business, Personal Life or Physical Well Being.