

WORLD WIDE SALAGRAM

HAPPY NEW YEAR

EVERYONE

1st September 2022...almost!

Hi Guys,

Happy New Year!

Yes, I know this is early, and there is still time before September 1st, and our “New Year”. There are two main reasons for being early:

- Deidre and I are heading off for a road trip, including a “snow vacation”. Two of our favourite things! So, **you are getting this early!** But more importantly (for you) :
- **To give you time to reflect/think/reset and be ready to start the New Year** with the right motivation (dreams/goals, or nightmares to eliminate), mindset (clarity), and strategy (game plan). Start with some decisions that can result in your best year possible no matter the circumstances.

I sincerely hope this newsletter reaches you at a time when we can add some value to your thinking, cut through the “noise” and distractions of day to day life, help with clarity and that you are ready to make some positive changes and set some goals for the next year. Everyone is at a different place in their life – health, relationships, finances may be doing great, or very challenging. You may feel inspired or overwhelmed, mentally tough or beaten down, have clarity or lack of clarity...and many other possibilities. My goal with this newsletter is to help you gain as much clarity, certainty, purpose, and “wins” in the New year.

LOVING “NEW”

Who doesn't love new! New clothes, new gadget, new car, new house, new adventure...and best of all new “time”. Well, obviously you cant “get” new time – but how exciting to have a **whole NEW year in front of you**, a clean calendar, a fresh opportunity to “design” the year, not have a year “by default”. On my journal I remind myself with one of my favourite statements.

“Live a life by design, not by default”

Many years ago I read a goal setting book that quoted “My burning desire is _____”(Fill in the blank) Wow, that was tough and actually took me a long time to get the answer for me. For me it was “NO regrets” I later realized that's impossible, so changed it to “FEWER REGRETS”. This lead to a desire to often REFLECT (on the past) and RESET (for the future). Little did I know how powerful this is to the goal setting process.

I love this quote from Jim Rohn...“**You cannot change your destination overnight, but you can change your direction overnight”**

“ATTACKING” YOUR DREAMS & GOALS

The last 2 + years has had so many restrictions/constraints/negatives/ genuine hardships/exaggerated media negatives and uncertainty it has stolen most people’s desire or ability to set goals or dreams.

There has been some “forced” simplification of life in some ways – which may not be a bad thing where many people were constantly chasing “the next thing”, constantly in “hurry” mode racing through life. Simplification CAN be a great thing. Do you really need to be doing, going, pursuing ALL you were before COVID? I love a quote from David Allen, a time management guru “you can achieve anything you want, but you cannot achieve everything”.

So simplification can be great. Can lead to FOCUS, which is the secret to success. But if it leads to small thinking you will miss your full potential. “I don’t need ____, I don’t want ____, why bother ____” can be rationalising and scaling down what you can achieve.

Small thinking has massive consequences in our business. Not only do you not reach your potential – but your lack of dreams and goals affect others. That’s why I love our business – the only way you can succeed is by helping others succeed. Ponder that! The ONLY way.

Think big! Dream big, and prepare to pay the price. The price includes focusing your time and energy on what really matters. We wanted FREEDOM. To be full time parents. To have control. That took focus! We had to “fight” for it. You don’t “float” to anything worthwhile. So, “ATTACK” your dreams – do whatever it takes to “smash” the barriers of the last couple of years. Go dream building. Look at things/ideas/travel that stimulates your thinking. Your mindset is critical:

- BE GRATEFUL for many things you do have, and you are able to do.
- BE GRATEFUL for this amazing business that allows you to have DREAMS, GOALS, ASPIRATIONS – with a PROVEN vehicle to achieve them.
- BE GRATEFUL for the unique team you are part of with access to so much inspiration, wisdom, teaching, relationships and care.

THE POWER OF REFLECTION

Everyone has “good intentions”. Few people actually achieve what they would “like” to achieve. This applies in all aspects of life, but let’s talk about our business. Some of the reasons are:

- Not simplifying life to minimize distractions and **allow time and energy to focus on what you really want** (and get away from what you do not want)
- Not considering the “**price**” to pay.
- **Over emotionalising the process and under emotionalising the dream**
- **Others opinions**
- **Lack of discipline, procrastination**, and many other factors.

What is a “successful year”? Did you achieve what you wanted in the past year? There were up’s and downs, but in the end can you say it was a successful year? Success with your health? Your relationships? Your income? Your debt reduction? Your business growth? Other vital areas of your life? Obviously there are levels of success in each part of your life, and they each need deliberate attention to ensure fewer regrets.

The power of reflection is AWESOME, and in my opinion – non-negotiable to success. Getting what you want is simple, but not easy:

- Have a goal
- Daily actions which will lead to your goal
- Weekly accountability to stay on track

Reflection on the past year is super valuable while setting next year’s goals.

- ✓ Did you have a clear goal?
- ✓ Was it connected to an emotion (to drive through obstacles)?
- ✓ Did you have “measuring/tracking” markers?
- ✓ Did you have a simple refresh/reset each day to get back to daily actions?
- ✓ Did you make time to have a weekly accountability (to yourself and your coach)?

Let’s set some exciting goals for this upcoming year – but be sure to learn from last year.

- BE DELIBERATE about taking control over the controllable – your thoughts, dreams, plans, words, and ACTIONS.
- BE SUCCESSFUL. Decide this will be a season of success in your life. You get to define success for your life: spiritual, health, significance, financial, relational etc.
- Choose to live a LIFE BY DESIGN, not DEFAULT.
- BE FOCUSED on what you CAN CONTROL. Don’t waste your time and life on the many distractions around you.

A SUCCESSFUL YEAR

What’s a successful year? My (simple) opinion:

- **Having fewer regrets over the things that are in our control.**
- **“Future Proof” yourself against the (inevitable) events in life that will occur.** Build your health. BUILD your business! Build your cashflow, and reduce or eliminate your debt.
- **Build safety margin for future unplanned events** (personal or global).

That’s why it’s such a great time for our business! Everyone is looking! Inflation, cost increases, interest rate rises, talk of recession etc. You are in the Right Place, at the Right Time, with the Right Vehicle to set up an amazing year and help others also get a solution.

Your MINDSET is the key

THAT'S WHY I am super grateful for this amazing business and what we have been able to LEARN. How to THINK differently. Have dreams, goals and a vehicle that delivers the results IF you are prepared to **do enough of the right things, and do them for long enough.**

So, let's get on with what YOU CAN DO! It is simply "not optional" to not have dreams, goals, plans, and action steps!

The fundamentals don't change. Dream–Goal-Strategy-Action

Dream (Emotion) to drive you through tough times.

Goal (Time Frame) to help you focus on a specific result.

Strategy (Plan) to give you clear actions and a clear price to pay.

Action (Clear Steps) to make it all happen.

Now is the time : September 1 is the beginning of the Amway year and an opportunity to have new dreams, set new goals, achieve goals you have previously "promised" yourself.

Whether you are looking at the next 12 months or longer – you need to differentiate between what is -

- "important " to you?
- Would "be nice" to achieve?
- **What is "non-negotiable/critical" to achieve**

What emotion behind this will drive you through the tough times? Absolutely nothing wrong with a list of "nice to" achieve goals (and I encourage it!), however for the "non-negotiable/critical" goals you need to develop new strategies and success habits in your life to get you different results. If you keep doing the same thing you will get the same results. What's the "reward" of this/these achievements? Visualise, emotionalise and get as much clarity as possible. **Decide to make goal setting an exciting life long adventure!**

Success and achievement are not complicated! Most people simply DO NOT:

- Identify what they want REALLY want. **What do you REALLY want?**
- Work out the clear actions to take and **what it is going to take** (price to pay)
- **Pay the price**

NOTE: Clarifying what you want is often harder than it should be! At times I found it easier, and a more powerful emotion to decide what I don't want. I was willing to fight to "not" get that result. Eg I didn't want the same pin/income/vital signs – so I got clarity on what to do (to avoid this)

Choose to live a "LIFE BY DESIGN" not default. Decide this is YOUR YEAR.

NOTE: Goal achievement rarely if ever follows "perfect circumstances". Usually when everything seems upside down we find the emotion and capacity to GET IT DONE. Not feeling "ready" to make a decision? This is YOUR TIME! That is certainly my experience.

My goal in this newsletter is not just to wish you a “Happy New Year”, but to challenge you to stop, think, reset your direction....and MAKE this new year a step towards what is important to you. Once I was able to get clarity on what was important to me and connect this business to my dreams - everything changed. And **it’s awesome to look back with RELIEF rather than REGRET.**

This time of the year is a double celebration for me. A new year starting 1st September and the 28th August is my “FREEDOM DAY”. On the 28th of August, 1990 I was a “free man”. After 8 years working this business part time we qualified Diamond in July 1990. The following month I left work and have **owned my life** ever since.

I’ll never, ever forget the day. A hugely emotional day. A celebration of all it took to win. Rick was 3, Tamsen was one year old and Blake wasn’t born when I said to Rick, “*Rick, I’ll never, ever, ever, ever, EVER, NEVER have to go to work again*” He didn’t understand – but I did - **I was free!** That was the end result of two years of hard work – from Platinum to Diamond. Single minded focus to be debt free, financially free and be full time parents. That was our dream. Absolute clarity. **No PLAN B.**

We are just celebrating my 32 years of freedom (our “snow vacation”). Absolutely amazing to have had yet another year of “owning my life” ... being FREE. What’s freedom? Being able to get rid of what you don’t want, and being able to do more of what you do want. What a privilege to have every day with Deidre (that’s why we got married) and having been full time parents. To have the time to ACTUALLY create a “life by design, not default”. (I have this in the front of my dream book.) **Freedom comes from making BETTER DECISIONS and having FEWER REGRETS.** Certainly we have NO REGRETS for paying the price to build this business and to be able to invest in family time and create worldwide experiences and lasting memories.

Some of the best memories are the ones that were spontaneous simply because we had the time and money. We did however deliberately plan some incredible things, many from our original 100 dreams list. Literally 100’s of awesome family memories to look back on. Rather than taking the freedom for granted after so long, I am actually more grateful each day because I realise how rare it is. **We had the dream, set the goals, developed the strategies and took action on them.**

We have been Diamonds for 32 years, and Crown Ambassadors for 25 years! That means on top of the amazing family times we have had – there have been over 90 trips with our “extended family” – the amazing leaders in Australia and globally. Such unbelievable experiences, friendships, and memories with absolute winners. Who gets to live like that? We feel very “lucky”. **The harder we worked the luckier we became...**but only because we had the right vehicle. Many people work hard but have the wrong vehicle. We are all in the right place at the right time and in the right business. I often reflect back on the privilege of being shown this business, being connected to Jim and Nancy Dornan and the Network 21 family of Diamonds and system. We appreciate so much the values that we have learnt from the association of so many brilliant leaders in N21, and obviously Jim and Nancy, which have impacted our lives and our family.

Many things we can't take credit for – but **we CAN take credit for the DELIBERATE LEARNING** experiences we relentlessly chased via a massive audio listening habit, commitment to every function and personal time with Jim and Nancy. We were HUNGRY to change our lives. We were only going to make these changes if our THINKING CHANGED. That's why we became **OBSESSED with exposure to the top N21 leaders who THOUGHT DIFFERENTLY and had the RESULTS we wanted**. That's why we were **OBSESSED with the audios** (there was no limit to how much time we could "have" with them). We SOLD OUT to being mentored, getting direction, correction and then taking ACTION. Bottom line – we were prepared to DO WHATEVER IT TAKES. And PERSIST UNTIL it was done. That will do it! Success is PREDICTABLE.

IT'S YOUR TURN TO DECIDE WHAT YOU WANT. There is a price to pay for freedom. **FREEDOM is not free**. It is not "easy" – **it is simply worth it**. Your destination is your dream/your goal, and you can change your DIRECTION overnight to make a start.

What was the hardest part? The work? The number of plans? The discouragement? No, the hardest part was staying focused on the dream, the goals, the strategies, and keep working with belief. Keep working when it is tough. Keep working when the "feeling passes". Keep working to get mental toughness. That's **why I believe so much in the Audio's**. You need one Audio a day just to cope with "normal life" negatives. You need two Audios to move ahead. You need three Audios to be completely "bullet proof" and believe you can do it. Your past performance is irrelevant to your dream. Your past self image is irrelevant. Stay focused on your dream. **Stay plugged into your Audios which will improve every area of your life** and help you realise your potential. One sentence on an Audio can be a defining moment to change your life.

Isn't it great to have a blank sheet of paper in front of you, a whole new year to "design" the way you want it to go, and be deliberate over what you CAN control?

Way back when we were 3% I heard an Audio from Nancy Dornan. She said "*if you want to get good at this business – you need to get good at goals and people skills...*" I remember it clearly because I was bad at goals and people skills.

I got OBSESSED with both goals and people skills. I listened to everything I could and read every book I could get my hands on. I was so bad at goal setting my first goal I wrote down was "my goal is to find my goal". The next thing I wrote down was "my dream is to find my dream". The nightmare was clear! **I knew what I didn't want – WHICH IS ENOUGH TO GET STARTED.**

I also became obsessed with reading – particularly goal setting and people skills books. This hunger to learn went from one book a month to two then one book a week. There is no way you can listen to 3-5 audios a day and read one book a week and not dramatically change your thinking. The hard part is STARTING. Read a little (15 mins a day) and listen to minimum 2 audios. That STARTS the action to DEVELOP A HABIT. The harder part is to KEEP GOING - which is why you need to emotionalise the reward. I learnt that you find your goal and true

dreams quicker and easier when you are working, moving and taking action. **Never trust your thinking and emotions when you are not “in motion”.**

I also strongly believe in reading biographies of successful people. It will be a constant reinforcement of what it takes to succeed in anything, and how success in this business is no different. The study of successful people also led me to some great books on developing success habits. Simple summary: **You don’t “float to your goals”. You fall to your (daily) actions. Your actions fall to your (daily) habits. And your habits fall to the (daily) systems you have set up.**

NOTE: Your DAILY HABITS/ROUTINES are the key. Success is built (or lost) one day at a time.

In this newsletter we will help you with some ideas for the next 3 years and specifically the next 12 months. Even before that, I would strongly recommend thinking long term – just freewheeling, brainstorming, writing ideas down that fire you up. Imagine you were planning a 6 week vacation overseas. Firstly you start with some simple ideas on where you would like to go and what you would like to see. Then you would get into more detail about schedule, timing, what to do when. Then you would get into more detail on “how to” put it all together – exact transport, flights etc. Then small details like exact timing, packing and eventually setting your alarm clock to get up and get going!

OK, same thing, you are planning a LONG vacation – the rest of your life! Take this seriously – what could be more important?

Start with a list of 100 dreams. Just write, don’t stop and analyse – just dream. No boundaries. Why not create a dream book? Why not cut out pictures even? Feel silly doing this? No, silly is doing what everyone else is doing for the next 10, 20, 30+ years and having regrets. **Decide** you are going to become a dreamer and goal setter. **Your success depends on your DREAMS, GOALS, FOCUS, WORK AND PERSISTENCE which became DAILY SUCCESS HABITS, not your current situation or ability or “talent”.**

Next “big picture” exercise is to draw out a time line – for say 10 years



How old will you be? Your family members? What do you want your life to look like? What state of health? Relationships with loved ones – what will it be like? Your income, net worth?

Your house/houses? Car/cars? Your spiritual values? Your community goals or any other areas of your life significant to you? What memories and experiences do you want to reflect back on?

This is like putting together a 1000 piece jigsaw puzzle. First you need to “see” the finished picture – then you need to put the pieces together to make up the picture. Each day of your life – you are putting together another piece of the picture together – BUT – you need to know the end picture. Start with what you “don’t want” if need be. **But start!**

There are two things that lead to a **successful end result** of a jigsaw puzzle. Having the END PICTURE, and correctly placing each piece. In our lives, the **clearer the end picture – THE DREAM, and then the correct DAILY ACTION**...is what leads to SUCCESS. Exactly the same principle. So the KEY to success in our lives is continuously seeking CLARITY in our DREAMS and GOALS, as well as taking daily action on the RIGHT THINGS, and using the RIGHT VEHICLE to get the results we want. SIMPLE PRINCIPLES.

Simple – yes, Easy – no! But worth whatever it takes to get your dreams clear. As mentioned earlier, sometimes it’s easier to picture what you DON’T WANT. Poor health, bad relationships, debt, stress, regret ... then you can create a picture of what you DO WANT...what life could be like.

CLARITY reduces anxiety and creates a sense of urgency. PURSUE CLARITY!

OK, these exercises are a “starting point”. Spend time each day refining them. **DESIGN YOUR LIFE**. Time flies and the question is what will it look like? Will you be living your dream? Will you be enjoying the fruits of **DAILY DELIBERATE ACTION**? This business is the only way I know how you can predictably get major results no matter who you are.

- **PRINT OFF THIS NEWSLETTER SO YOU CAN STUDY IT AND ACT ON IT.**
- Carry it with you. Invest 15 mins a day or whenever you can to get clarity.
- Set your long term goals, dream big.
- Don’t let the past limit your thinking –
 - o After 16 months we were 3%. 75 days later we were 21%
 - o After 6 years we had a good platinum business only, 18 months later we were in Diamond qualification with 8 teams
 - o 8 years part time - we were Diamond and free
 - o 7 years later we were Crown Ambassador
- **DON’T PREJUDGE YOUR RESULTS.** The hard part is the daily actions (grind) while keeping your eyes on your dreams and NOT prejudging your results.

Here is some of what it is going to take:

- a) **ACTION**. You are going to have to take action on your **daily deliberate habits**. “Intent” won’t get you there.

NOTE: Before you worry about what you “don’t know” START with what you DO KNOW. The secret of getting ahead is GETTING STARTED.

- b) **SACRIFICE AND DISCIPLINE**. It will take sacrifice – no question. Giving up the poor daily habits, that won't lead you to that success “picture” – your dreams – and paying attention to daily habits that will lead you to your dreams. Build yourself mentally (dreams, goals, audio's, association). Build yourself physically (exercise, eat Nutrilite). You need a self- development plan...make a start. YOU CAN GROW. YOU CAN IMPROVE. YOU CAN DO IT.

NOTE: Extraordinary results require focused time and attention. Time on one thing means time away from another. What you “give attention” to will grow. What “gets your attention” will steal your dreams.

Let's not live lives of regret any longer. It's worth it – daily discipline is the secret. And DISCIPLINE CREATES FREEDOM. Want financial freedom? You need to be disciplined with your finances. Want health freedom? You need to be disciplined with your health - exercise and what you eat. DISCIPLINE and FREEDOM go together - ALWAYS. Better the “pain” of discipline than the pain of REGRET

NOTE: It takes discipline to form a new habit. It's tough in the beginning. Once formed it takes minimal effort to maintain a habit. That's exciting!

- c) **EMBARRASSMENT**. You are going to make decisions your friends and family won't understand. That's tough but stick with it and keep believing. Again why the audios are so vital.
- d) **RELIEF**. The day will come when you breathe a sigh of relief that you stayed focused and did what you said you would. You will be living the dream. You did what few people will do, and you will be living the life very few ever experience. Visualise it. Well done – you did it!

NOTE: Success doesn't need perfection or even huge discipline. You need to simply keep going. If you fail, get up and start again. Failure is not the opposite of success – it's the essential stepping stone to success. Fail forward!

2025 Vision – 3 YEARS:

Big picture – what if you were never less than PACESETTER every month? After 2 years you would have 50+ new frontline (likely 50-60+, since it's impossible to do just 2 every month if you are committed to MINIMUM PACESETTER)

What could you expect from 50+ frontline legs/teams?

20 + --QUIT!
10 – less than 3%
10 – 3-6%
10 – 9% or more

My experience is you will get these results, or better, if you:

- ✓ – sponsor peer level and above
- ✓ - learn a proper get start
- ✓ - get people connected to the system, and the products, as well as your upline.
- ✓ YOU HAVE A GOAL!

What results to expect? This will give you a RUBY type volume, and typically over \$10,000 per month income.

Keep going with a **PACESETTER HABIT** for year 3 to secure structure and profitability for a huge business.

ONE YEAR GOAL :

Now it's time to be crystal clear on the goal for August 23. Put your name on “the list” of achievers. It is simply a decision to be there by doing whatever it takes. You are capable of winning. Decide to work hard now so you can play later like very few people in the world ever experience. YOU WILL GET the predictable RESULTS if you do the work. It pays to be “sold out”. Sold out to what? You guessed it - **PACESETTER and 15 plans every month** for the next 12 months. No less. Begin with one month at a time.

For example – one semester – 4 months at minimum pacesetter would mean most likely 10+ new frontline every 4 months. Could you expect AT LEAST one new 5+ leg at a WES (physical or virtual!) with one new 15 planner? This is very conservative if you do the right things. However every year this would mean you develop an absolute minimum of 3 or 4 active teams (a 5+ and a 15 planner in every semester) with another 3-5 teams with some activity and potentially a whole new 21% volume.

This is a good “12 month goal picture” to have in mind. What would this result mean to you? Decide and emotionalise this result

NOTE: Picture a 21% business as the result you are working towards. HAVE A CLEAR END PICTURE OF WIDTH AND DEPTH to ensure you are not simply “collecting empty frontline circles” A clear picture/goal will mean more effective get starts, and driving depth as well as frontline. It will mean USING THE SYSTEM to build DUPLICATION, and counselling to work in the right places.

A great 21% business with profit and potential for growth is.

- 2 X 12% teams
- 2 X 9% teams
- 2 X 6% teams
- 2 X 3% teams

Study your vital signs chart – especially for new apps/depth/N21 mobile numbers.

The key is to FOCUS and COMMIT TO THE STRATEGY – PACESETTER and 15 plans/month.

SHORT TERM GOAL:

Each month you work out your “possibilities” for each priority team. Things like:

- **Your plans, your frontline**
Always start with this. What are YOU going to do? 15, 20, 30 plans?
Pacesetter? Double Pacesetter?
12 months from now – you will not believe the options you have by doing 15 plans per month MINIMUM – never miss a month – and PACESETTER MINIMUM – never miss a month. (If you miss a month – you start all over again)

Punch out as many 30 plan or double pacesetter months that you can – but NEVER, EVER, miss 15 plans and pacesetter. OK? DEAL! This is THE most important point by far! (This is your DIRECTION, and the DESTINATION is predictable)

NOTE: ACTION (PLANS) creates RESULTS and builds CONFIDENCE. This builds POSTURE and EXPECTANCY, which creates RESULTS. It ALL starts with ACTION.

- YOUR ACTION**
 - **Prospecting**
 - **Connecting**
 - **Plans**

SIMPLY FOCUS on YOUR consistent 15+ PLANS and YOUR PACESETTER + and the rest will follow.

“Example is not the main thing. It’s the ONLY THING”

You will encourage many (of the right ones) in your group when YOU relentlessly do it each month.

NOTE: Have fun with this! It’s the key to your dreams and goals.

- **Who else will do Pacesetter?** How many apps total do you see?
- **Who will be 8/15 planners?** You don’t “make” 15 planners. You “lead” them to be a 15 planner. Equip them on how to show the plan. DO practice zoom plans with them. Teach the basics. Encourage them to do 2 “practise plans” as soon as possible. Keep encouraging and challenging them “2 down...13 to go”.
- **Who will be Leaders Club?** Drive out pacesetters, drive out leaders club. You are “DRIVING THE BUSINESS”....it doesn’t just “happen”.
- **PV Possibilities.**
- **N21 MOBILE possibilities**
- **Function goals.** Promote! Keep focused Let the functions do the work for you – but you need to “DRIVE” numbers into the functions. They don’t just “show up”.

NOTE: Remember the VITAL SIGNS help us build a duplicatable dream machine, not just an Amway job.

SUCCESS HABITS:

Fill your new year with priorities which will lead to your goals and dreams coming true. Eliminate dream stealing activities and poor habits. One step at a time.

1. Focus on the reward

- What would IT MEAN to you to achieve your goal?
- What would YOU DO with the additional income??
- Write down 5 things you want to achieve as a result of this goal – or the main reward driving you.

2. Simplify Your Life

Easier said than done, but critical. You can't achieve your goals getting involved in every activity at your kids' schools, following everyone on Facebook, Instagram, TV, or socialising with friends. You may have to make some tough decisions what to give up to get your dreams. Very rarely do you have to give up anything that really counts. It's all about breaking old habits. Is your dream worth it? Time is never the issue. Focus and priorities is the issue.

NOTE: I had an affirmation written on a card that I read several times a day until it became a habit – “I spend time only on the things that contribute to my goals and self image”. This was challenging but you need to be DELIBERATE about simplifying your life.

Remember, a sense of urgency for your goals will come from clarity. Clarity takes work. Eliminate time and energy wasters. What drains your emotions? **Get rid of what you don't want to get what you do want.**

3. Strategise

Break down your annual goal into WES semesters. Work one semester at a time and the results will come.

Every business on the planet tracks numbers and measures results. Most businesses have a daily tracking system but certainly weekly check points. So why not your business? Remember “what gets measured improves.”

4. Trap Yourself

I know this all sounds a bit serious but it is! The sweet taste of success and reaching your goals will be worth it!

Sometimes we need to even play games with ourselves to trap our self into success habits, with FALSE / EARLY DEADLINES.

1st Example. PACESETTER

Set a deadline of 20th of the month (at latest) to get your PACESETTER done.

Build this habit, and you will never miss. It also means you get a shot at some Double Pacesetter months. Nothing like being recognised for Double Pacesetter to set the example for others to be PACESETTER. Duplication will start to snowball.

2nd Example **15 plans per month.**

Break it down to 4 plans per week. Better still I found to break it down to 4 plans from Monday – Friday. The goal is on Friday night you are “on track” – and you have done 4 plans. If you have only done 2, don’t panic, you can catch up on Saturday or Sunday. If you have 4 done, try another 4 on the weekend – so you feel what a 30 planner is doing...and celebrate because you are ahead.

3rd Example 20 Group Apps a month. That is 5 Apps a week. **Deliberately fight for weekly Apps.** Get people started quicker and better. Drive off lists. Use every function to get the goal.

A successful life comes from successful years, which comes from successful months, which comes from successful weeks, which comes from successful days, which **comes from developing daily success habits.**

NOTE: I really encourage you to use the DAILY ACTION SHEET on the Diamond Focus website, or your modified version. Really powerful to fill in the weekly/ monthly goals at the bottom of the sheet and review weekly. This is a powerful success habit to develop.

We challenge you. Try it for one full month, don’t worry if you seem to be “failing” – keep going. You are heading in the right DIRECTION. Keep going. **Gradual improvement each week will have a HUGE impact on your life in the long term.**

Discipline is the ticket to freedom. Review your dreams often – **INSPIRATION IS MORE POWERFUL THAN WILL POWER.**

5. Coaching/Accountability

Who in their right mind would plan to do it without coaching?

You have someone in your upline team that is not only financially connected to your success – but has achieved what you want to achieve. How unwise is it to “fail in private”? Humble yourself to getting regular perspective. Are you serious?

You have access to someone upline who is willing and able to coach you to your goals this week, this month, August '23 and 2025 VISION.

Be smart – plug in upline – wherever in the world they are. Fight hard, dream big, make it count!

NOTE:

The best benefit of this is CLARITY. When you are counselling, being accountable you will always have more CLARITY. With clarity you have sense of urgency, which always leads to RESULTS with the RIGHT ACTIONS.

6. **Persistence.**

We all underestimate what can be achieved in the LONG TERM, and overestimate what can be achieved in the SHORT TERM. Keep going 100% of successful people learned to develop PERSISTENCE. It's the key.

7. **Learn**

Stay calm. **All of these are 100% LEARNT skills.** Anyone can, as long as you have the DESIRE to move from where you are to where you want to be in your life...and willing to persist.

8. **New Year's Resolutions REFRESH AND RESET!**

1. **Set a goal for August 2023.** Is it an income level? A pin level? A Vital Signs number? Put emotion into the result! Read and reread it every day.
2. **MAKE a DECISION to do the WORK to be FREE.**
 - 2 audios per day
 - 4 plans per week
 - Pacesetter minimum per month
3. **Simplify Life.** Prioritise what can help you focus. Get organised.
4. **Set monthly goals.** Possibility diagrams. FINISH THE MONTH ON PAPER BEFORE YOU START IT. Focus on creating momentum – always.
5. **Break down your monthly goals to weekly** Apps and PV targets, and fight for each week.
6. **Set up Business Review Sheets and counselling.**
7. **Dream.** Go dream building regularly. Stay motivated.
8. **Schedule FUN into your week.** Work hard for sure but be deliberate about FUN and building your DREAM. (Studies show you are 40% more likely to achieve your goal)

9. **Keep going. Never stop.** Reset, pick yourself up, and keep going.
10. **Have FEWER REGRETS.**

***SUMMARY: FIGHT FOR CLARITY ON WHAT YOU REALLY WANT,
and DEVELOP DAILY ACTIONS that WILL get you there!***

MAKE IT a great year

Stay focused on the DREAM

HAPPY NEW YEAR

Mitch