



STARS Academy 411 GOAL CRUSHERS UNITE

WHAT IS 411?

411 is a goal accountability and goal tracking tool! Fill it in with your yearly, monthly, and weekly professional AND personal goals! We encourage you to reflect or meet with other agents weekly to discuss techniques to raise your success and inspire each other.

HOW DO I FILL IT OUT?

Start with your WHY. Take a minute and shut everything down. Sit in a quiet room and imagine what your perfect life would look like:

1. How would you feel?
2. What would your perfect day look like?
3. What would you be doing?
4. Who would you be with?
5. What would your daily purpose be?

This should be a strong and empowering statement that you can read to lift you up and motivate you every day especially the tough ones, when you need to be fierce, fearless, and resilient.

EXAMPLES OF OTHER PEOPLES' WHY:

- To gain financial independence and emotional freedom by December 30, 2022.
- To establish a consistent process and program that creates financial freedom by December 30, 2022.
- To strengthen and build my family through serving others and setting the example that teaches them to work towards big goals and build life by their design.

NOTE: THIS IS TO BE A WORKING DOCUMENT MEANING YOU CAN OPEN IT UP EVERY DAY AND TRACK WHAT IS DONE/STILL NEEDS TO BE DONE AND ADD THINGS FOR THE NEXT WEEK TO DO AS YOU GO THROUGH YOUR DAY TO DAY.

TOP THREE TIPS:

1. Plan on your Google calendar when you will do each item for the next week.
2. Don't make more than 4-6 goals to crush it gets too overwhelming
3. Read through it every single day.

YEARLY/MONTHLY/WEEKLY GOALS:

Start from the end and work backwards for each one and set about 5-6 in each box. Write them as if they're already done. Make them super specific and measurable.

EXAMPLES:

Business Yearly Goal:

- Make lots of money----NO!
- I grossed \$100,000 in commissions by December 31st 2018—YES SPECIFIC, MEASUREABLE, TRACKABLE

Monthly Goal (break down yearly):

- I closed six units.
- I listed two properties.
- I set four buyer appointments.

Weekly Goal (break down monthly):

- I made 50 prospecting connected calls
- I posted 6 ads on Facebook
- I went to 1 networking event
- I handed out 50 business cards
- I mailed 150 divorce prospects

Personal Yearly Goal:

- Lose weight & be healthy—NO TOO BROAD
- I lost 25 pounds by December 30, 2018--YES
- I completed 300 workouts by December 30, 2018--YES
- Become debt free---NO TOO BROAD!
- I paid off \$30,000 credit card debt by December 30, 2018
- I paid off both cars in full by December 30, 2018

Broken Down Monthly:

- I executed 25 workouts
- I followed a clean eating plan 25 out of 30 days
- I paid off \$1,000 on my credit cards

Broken down weekly

- I ran twice and went to the gym 3 times
- I stopped drinking pop
- I portioned and prepped all my meals