

Goal Setting

Building your Tupperware Business
Super Saturday
April 18, 2009

Why do we set goals?

- 97% of people fail for one reason:
They do not know how to set goals!
- Sense of accomplishment
- Motivation
- To increase productivity

We have all set goals and failed. Why?

- Goal setting is a science and must be
LEARNED!



SMART Goals

Specific

what, why and how

Measurable

need to be able to see
change

Attainable

need to stretch

Realistic/Relevant

doesn't mean easy – set
high enough for a
satisfying achievement

Timely

week, month, year...

THINGS TO KEEP IN MIND ...

- Surround yourself with positive and successful people
- Quotes to inspire you
- Say it like it already happened!
- If you are not in a program set up by Tupperware...get into one!
- Make sure your goals are something you want and not just something that sounds good
- Your goal cannot contradict any of your other goals
- Write goal in positive instead of negative
- Write out in complete detail
- Write it down!
- Set both long and short term goals
- Do not compare with others
- Reward yourself and your team when goals are reached
- If goal is not reached it is only a failure if you do not learn something from it
- Important for team leaders: Be sure to recognize the difference between YOUR goals as a leader and the goals of the individual on your team! Do not impose your goals on them! There is a BIG difference between encouraging someone to SEE their potential and TELLING someone what their goals should be!

Individual goal setting exercise

We will take a few minutes today to get you started in setting a few goals. Think about Birthday month and what you would like to achieve during this great month! Answer the following three questions to begin the process of setting some business goals.

h Goals To

day month?



actions do

2. **Your goals...not someone elses!**

3. What is the time frame to complete these action steps?



NOW PICK UP YOUR HAT AND WRITE YOUR GOALS ON THE HAT – PUT IT ON AND TAKE A LOOK AT ALL THE GOALS THAT HAVE BEEN SET IN THIS ROOM!

Your homework from today...

Take these 3 things and write each of them out in more detail this weekend!
Use “SMART” goals and look at your list often!