

EntreLeadership®

GOAL TRACKER



SETTING GOALS THE RIGHT WAY

A business can't move forward without goals. They convert vision into energy. But for a goal to work, it has to have five components.

It must:

- **Be specific**
- **Be measurable**
- **Have a time limit**
- **Be yours**
- **Be in writing**

The EntreLeader not only establishes goals for his business, he also shares those goals with his team. That's called casting a vision. It brings your team along with you in every aspect of the business. It also improves communication and unity, which are the foundations of a quality organization. Here's how to do it.

PRACTICAL APPLICATIONS

1. Introduce Goal Setting to Your Team

Schedule a one-hour session with them. Show them the importance of setting goals and walk them through how to do it. Refer back to your workbook and jot down some notes to present.

2. Cast Your Vision

At the meeting, you'll also be sharing your vision or big project with your team. Get them excited about it by letting them know the positive impact it will have on the company, the team, the community and each team member personally.

3. Get Your Team Involved

Once your vision is shared, let your team know they will be setting their own goals as part of the overall objective of the company. Set a deadline for them to complete their goals and schedule a time for everyone to get together to discuss them.

4. Consider Sharing Our Goal Tracker

It can help teach your team how to make and keep goals.

Goals are the workhorses that make your dreams come true. By developing a plan and writing it down, you are naturally steering your company in the right direction. Use the following sheet to get started on your goals. Make sure to include both work and life goals that are represented on the wheel.

EntreLeadership® GOAL TRACKER



<input checked="" type="checkbox"/>	GOAL (BE SPECIFIC)	CATEGORY	ACTION PLAN	TARGET DATE
<input type="checkbox"/>	I want to lose 20 pounds.	Physical	<ul style="list-style-type: none"> • Weigh in 3x a week • Schedule workout for 1 hour, 4x a week • Get a personal trainer • Track food & calorie intake 	November 1
<input type="checkbox"/>	I want to read one business book per month.	Intellectual	<ul style="list-style-type: none"> • Select 3 books for each quarter • Calendar one hour of reading per day 	30th of each month
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				
<input type="checkbox"/>				
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5 GOAL-SETTING SECRETS OF SUCCESSFUL LEADERS

BY CHRIS HOGAN

Lots of leaders create goals, but *some* leaders run ahead of the pack. They've learned how to set more effective goals, and you can profit from their wisdom.

1. MAKE YOUR GOALS PRECISE.

To be *effective*, goals must be clear, specific and measurable. Which of these goals is most likely to be reached?

- *I want to lose weight.*
- *I want to lose 30 pounds in six months.*

As soon as you saw the goal and its time limit, you started doing the math. That's because you starting breaking down that goal into achievable chunks. Just saying you want to lose weight won't get you anywhere but on the couch watching reruns.

2. WRITE OUT YOUR GOALS.

The brain processes handwritten information more deeply and permanently than typing or listening, so take the time to *write your goals down*. When you write down each goal, state it affirmatively. "I will . . ." sounds more powerful than "I want to . . ."

3. CREATE YOUR GOALS TO STRETCH YOU.

It's easy to set a goal in areas of your strengths. Going the easy route, though, doesn't grow you as a leader. If your goals aren't outside of your comfort zone, you've set poor goals.

4. SHARE YOUR GOALS.

When you tell others about your goals, you become accountable to them. It eliminates the opportunity to make excuses. Those you tell can encourage you when you face obstacles—and you will.

5. MAKE YOUR BUSINESS GOALS MATCH YOUR LIFE GOALS.

Every part of your life intersects, so you can't set conflicting goals. If your business goal requires you to work 80 hours a week, but your family goal is to spend less time at the office, there's a huge problem.

Goals are only dreams on paper unless you take action. Once you've supercharged your goals, it's time to get busy. Each week, write down one way you can work toward those goals. Those weekly goals are action steps. And the journey toward success is paved with a million action steps.

Start walking!

A popular and dynamic speaker on the topics of financial education and leadership, Chris Hogan works with businesses and high-profile clients across the country, helping them develop strategies that increase their revenues, protect their wealth, and secure their financial futures. His new book, *Retire Inspired: It's Not an Age. It's a Financial Number*, releases in January 2016. You can follow Chris on Twitter at @ChrisHogan360 and online at chrishogan360.com.

Want to not only reach your goals but also exceed them? Then join us March 13-17 at EntreLeadership Master Series. This four-day experience, led by Chris Hogan and featuring Dave Ramsey and Christy Wright, will give you time to get away and work on your business instead of in it. You'll learn from the experts on how to maximize your talents, your team, your profits and your business. [Learn more now!](#)

