

WORLD WIDE SALAGRAM

HAPPY NEW YEAR

EVERYONE

1st September, 2025...almost!

Hi Guys,

Happy New Year!

Every year for many years I have written a newsletter to help new and long-term leaders reset goals for the year with a refreshed mindset, expectation and hopefully desire to have their best year yet, not only in this business but in other key aspects of life.

I have personally strived to improve my mindset, skillsets and clarity in the key areas of my life which certainly includes this business. In fact, if it was not for this business, I doubt I would have been able to “attack” the weaknesses in other areas to make improvements in my spiritual life, relationships, health, and finances. I wish the same for each and everyone of you.

This “growth” has usually resulted in the Salagram getting longer each year, as I have learnt, grown more and wanted to share with you! Last year’s New Year SALAGRAM was very comprehensive as a “Goal Setting Template”. So, it made sense to UPDATE this from time to time and additionally send out a regular (approximately monthly) SALAGRAM with added refinements, clarity and “tweaks” which you can use to enhance your goals and action plans you set up after reading AND ACTING ON the Salagram below.

Action Steps:

- Read/Take Notes/ Set Goals using this Salagram - UPDATED Goal setting Template.
- Complete “Life by Design” sheet attached.
- Review/ Tweak/ Reset your goals monthly or when you receive the Salagram approximately each month.

Make Goal Setting a LIFELONG ADVENTURE. Make better decisions and have fewer regrets.

Ok – Lets get started.

UPDATED ANNUAL GOAL SETTING TEMPLATE

- **FOR “YOUR BEST YEAR YET”, or**
- **ANYTIME YOU NEED A RESET!**

Happy New Year!

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

- **To give you time to start the process 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.

TIME BASED MINDSET

One “non-negotiable” of success is having the right mindset – especially when it comes to **time**. The realization and constant reminder that “**Time = Life**” is vital. You can make “more” of almost anything – except time. Successful people have a massive respect for time, and desire to use it well. That means

- Planning your time (“people don’t plan to fail; they fail to plan”)
- Setting goals for the future
- Learning / upskilling yourself (personal growth) to maximize results
- Reflecting on the past (day/week/month/year/etc.) to pick up lessons of what did not go well, as well as your wins. (all experiences are valuable)
- Simplifying your life, especially eliminating time wasters.

So, a **healthy success oriented mindset** is one where you are grateful for past experiences and lessons, and a new day, new week, new month, new year... a “**new**” chance!

Who doesn't love new! New clothes, new gadget, new car, new house, new adventure...and best of all new "time"! Well, obviously you can't "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 it was "**No regrets**". I later realized that's impossible, so changed it to "**Fewer regrets**". This led 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.

Here we are focusing on a new Amway fiscal year – but equally we can apply the **mindset** to a new day, new week etc. As Deidre has famously spoken about "**When you change the way you look at things, the things you look at change.**" How are you looking at "**New**" time!?

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

SIMPLIFY LIFE

We are talking about GOALS. What do you really want? How badly do you want it? Before we expand on that – you need to make space for some positive changes... "**If nothing changes, nothing changes.**" The temptation (and point) of goal setting is to decide on exciting experiences, places to go, things to do, skills to develop and much more. That's why we encourage a 100 Dreams list that is a starting point...and develop into a Dream Book, photos, vision of future goals to move toward – and pull you through tough times. Yes. But spend some time on eliminating what does not add value to your dreams and goals. You need to "make space" to focus on your goals and strategy to achieve these goals. You cannot simply add a whole lot of goals on top of what you are doing and expect to achieve them.

I love a quote from David Allen, a time management guru... "**you can achieve anything you want, but you cannot achieve everything**".

So simplification is vital and can be great. Can lead to **focus**, which is the secret to success. Simplifying life in order to create space to fit in the action required to reach your dreams does not mean rationalizing or minimizing which leads to small thinking and missing your full potential. "I don't need _____, I don't want _____, why bother _____" can be rationalizing and scaling down what you can achieve. Simplification highlights priorities, (what really counts) and eliminates nonessentials. It does not reduce your dreams! **It focuses you on your dreams!**

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.** And your success **always** comes after you help others succeed!

Eliminate time wasting activities

- Social media, TV, negative conversations, and many more poor habits. What is a poor habit? **Anything** that “**gets**” your attention. (Distraction)
- What is a good habit? **Anything** you “**give**” attention to. (Focus)
- **Success takes discipline**, yes for sure. But discipline without a goal or dream is self-punishment! Which is why we need to stay focused on our dreams and goals.

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” through the barriers. 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. **Allowing 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**
- **Other’s opinions**
- **Lack of discipline, procrastination**, and many other factors.

What is a “successful year”? Did you achieve what you wanted in the past year? How do you know? Do you track/measure vital areas of your life? “**Ink it – don’t just think it**”. It’s your life! It is worth journaling key areas. Make everything a learning experience There were up’s and downs, but in the end can you say it was a successful year? This may have been an achievement in any one key area of your life, or a couple of areas. 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. Measuring /tracking leads to meaningful reflection.

The “game changer” for me was when I realised success in this business would lead to success in other areas of our life. The time and money freedom would improve every area. This business became the “one thing” as a gateway to everything. I also found my faith thanks to this business. Eternally grateful.

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
- Reflecting on the days activities to value lessons learnt, as well as celebrate wins.
- Weekly accountability to stay on track

Reflecting 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 controllables – 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.

DESIGN A SUCCESSFUL YEAR

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

- **Having fewer regrets over the things that are in our control**. Eg. Where you invest or waste your time and money.
- **“Future Proof” yourself against the (inevitable) events in life that will occur.**

Eg. 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!** Cost increases, uncertain times, anxious times, and a very high percentage of people wanting to have their own business, or a significant "side hustle". We have the solution! 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, do enough of the right things, and do enough of the right things 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 weeks, 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? Powerful emotion!**

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 by 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" or "Reset", 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.**

OUR FREEDOM JOURNEY

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 for me. 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, ever have to go to work again**" 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 35 years of freedom. 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 often failed. Reset the strategy, and try again. Sometimes reset the goal, and try again. Grow, change, reflect, get better. But **never quit.**

We have been Diamonds for 35 years, and Crown Ambassadors for 28 years! That means on top of the amazing family times we have had – there have been now over 100 all expenses paid 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 also 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.**

YOUR FREEDOM JOURNEY

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 the 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"**.

It is also valuable reading biographies of successful people and entrepreneurs. 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.** (Mitch version 😊)

NOTE: Your daily habit/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 free wheeling, 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?

NOTE: Use the "Life By Design" worksheet as a guide.

WHAT IT TAKES

- **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. Don't prejudge your future—
 - 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 Nutriway). 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 super human discipline. You can do it! 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!

NOTHING HAPPENS WITHOUT GOALS

2028 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 60+, since it's impossible to do just 2 every month if you are committed to minimum pacesetter)

What could you expect from 60+ frontline legs/teams?	30 + --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 well 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 26. 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 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**. Make this a minimum target.

NOTE: What was the key to going from Platinum to Diamond qualification in 2 years? 30 plans/month and Double Pacesetter minimum. The magic is in work and focus.

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.

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! Make it an ADVENTURE! 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 and/or do a physical roleplay with them. Teach the basics. Encourage them to do 2 “practice 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 a month at pacesetter. 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. You are winning.

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** your upline can provide or direct you to. 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 '26 and 2028 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 a 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!

- a. **Set a goal for August 2026.** Is it an income level? A pin level? A Vital Signs number? Put emotion into the result! Read and reread it every day.
- b. **Make a decision to do the work to be free.**
 - I. 2 audios per day
 - II. 4 plans per week
 - III. Pacesetter minimum per month
- c. **Simplify Life.** Prioritise what can help you focus. Get organised.
- d. **Set monthly goals.** Possibility diagrams. **Finish the month on paper before you start it.** Focus on creating momentum – always.
- e. **Break down your monthly goals to weekly** Apps and PV targets, and fight for each week
- f. **Set up Business Review Sheets and counselling.**
- g. **Dream.** Go dream building regularly. Stay motivated.
- h. **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)
- i. **Keep going. Never stop.** Reset, pick yourself up, and keep going.
- j. **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

KEYS to Better Decisions & Fewer Regrets

1. Print this off!
2. Have a goals journal to write in, add dreams and strategies.
3. Block out one (1) hour (no devices on!) to read and jot some notes.
4. Spend a few minutes each day reading and refining your goals.
5. Take action!
6. Reread this document once a week to add/refine your notes / dreams / goals and strategy. Do this to develop a goal setting, daily action habit that will bring you FREEDOM.