

# T.E.A.M. WORKSHEET

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Full Name:

Spouse:

Spouse's level of support (*1 = very low, 10 active business partner*):

*Young Living* Member #:

Enrollment Date:

Sponsor:

Enroller:

Email:

Email:

Address:

City:

State:            Zip:

Home Phone #:

Cell #:

Current Job/Profession:

Spouse's Current Job/Profession:

Dream time - what would your life be like if money were no object?

To achieve your dreams, write down your S.M.A.R.T. Goals

(*Specific, Measurable, Attainable, Realistic, Time Sensitive*) (use *SMART Goals worksheet* on page 3)

Monthly income goal for your *Young Living* business? In 3 months:

In 6 months:

In 1 year:

In 5 years:

Open for business - the hours that you'll be available for your *Young Living* business (see *My Business Hours* on page 6) for phone calls, emails, and dates that you can teach classes. Share this with your team, so they know your hours that you are available to help them.

Hours per week willing to invest into your *Young Living* business.

Monthly budget for home, wellness, beauty, nutritional supplements, etc., which you are already spending, which you can reallocate towards *Young Living* products.

Amount willing to invest in the growth of your *Young Living* business each month? (*suggested minimum of \$50 or 25% of your Young Living earnings*). Some are taking part of their retirement investments and redirecting towards their own *Young Living* business.

If you have a *Young Living* replicating website:

What are some of your greatest *strengths*?

Professional:

Personal:

What are some of your greatest *weaknesses*?

Professional:

Personal:

What areas would you like assistance in building your *Young Living* business?

List your computer skills helpful for building your *Young Living* business  
(*blogging, Facebook, Twitter, LinkedIn, word processing, graphic design, etc.*):

What local markets would you be interested in working to build your business? (*Chiropractors, Church, Day Care, Massage Therapists, Salons & Day Spas, Expos, Fairs, etc.*)

What are 3 ways you're equipped to share *Young Living's* message of *wellness, purpose and abundance*.

1)

2)

3)

# MY S.M.A.R.T. GOALS

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## GOALS

Do you have goals (*weekly, monthly, or yearly*)? People who set goals have a better chance of achieving those goals. Studies show that goal setters are far more likely to be successful than non-goal setters. Write your *personal* and *Young Living* business goals down. Review them before you go to bed and again in the morning before you start your day. Also write down your *Bucket List*: 100 things you'll like to accomplish, do, or see. Your brain directs you to what is important. I heard that our conscious mind works about 10% of our brain, with our subconscious working 90%.

*A goal is created three times.*

*First as a mental picture.*

*Second, written down to add clarity and dimension.*

*Third, when you take action towards its achievement.*

## S.M.A.R.T.

This is how to write your goals so they are SMART:

- Gary Blair

**Specific.** A vague statement like, "*I wish I made more money*" is not a goal.

A goal needs to be specific - "*I am going to enroll three into my Young Living business this month.*"

**Measureable.** Your goal has to have measureable results. "*I will grow my business by 20% this month.*"

**Attainable.** Goals must be "*doable.*" Saying, "*I will introduce two people a week to Young Living.*" is something that can be accomplished.

**Realistic.** This is part of being "*Attainable.*" Remember KISS (*Keep It Simple, Steve*). "*I want to lose 30 pounds in two weeks*" is not realistic. Setting realistic goals bring a sense of satisfaction when achieved.

**Time Sensitive.** This is part of being "*Specific.*" Saying, "*I want to increase my Young Living group by three people*" is only half a goal. When do you want to achieve your goal? Without a date your goal is a dream and could go indefinitely. Having a date makes yourself accountable.

I created the *10 Steps to Health & Wealth™* as a plan to help you achieve your *SMART Goals*.

## WHY

The "*Why*" for writing out your S.M.A.R.T. Goals, is just as important as the goals themselves. It drives you to accomplish your S.M.A.R.T. Goals and helps keep you motivated when the going gets tough. As you write your "*Whys*" think about what gets you excited. Is it Financial Freedom, better health, etc.?

**My S.M.A.R.T. Goals:** (*3 Young Living business monthly/yearly & 3 Personal monthly/yearly*)

### *Monthly Business*

1)

2)

3)

### *Yearly Business*

1)

2)

3)

### *Monthly Personal*

1)

2)

3)

### *Yearly Personal*

1)

2)

3)