“Sharing your personal goals”

Nuggets:

How to Create Goals and Share them with your clients.

1. Find your why’s , share them.

2. Be Authentic.

3. Have a Visual.

4. Be really excited about your goals!

5. Once you hit your goals, share it with ALL your \_\_\_\_\_\_\_\_\_\_\_\_ !!!

Goals YOU can share with your clients!

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**4 Steps To Effectively Sharing Your Goals**: Passion and enthusiasm are

contagious from one human being to another. By sharing your goals with

(authentic) passion and enthusiasm, you will be able to inspire your

customers to want to help you reach them.

1. **Share Reasons Why Your Goal Is So Important to You**
 (Ex. “I’ve been working with CUTCO for \_\_\_\_ years and my best year was last year when I sold just over $\_\_\_\_\_\_\_ and I finished as the #\_\_\_ rep in the city of \_\_\_\_\_\_\_\_\_\_\_\_. This year I really want to beat my personal best and qualify for the company trip to Jamaica, so my goal is to sell at least $100,000 and so far I’m at $\_\_\_\_\_\_\_ for the year…”

**2. Share Your Mix of Emotions (Nervousness & Excitement) Towards Your Goal**

(Ex. “I am really excited because (My goal) will be (my personal best/a new company record/win me a trip to Jamaica/etc.) but I have to be honest, I

am a little nervous because it’s more than I have ever done before…”)

**3. Inspire Them With Your (Unwavering) Commitment to Your Goal**

(Ex. “Even though I’m a little nervous about (My goal), I am committed to giving it

everything I have and not giving up until I reach it!”)

**4. Take The Pressure Off of Them to Buy**

(Ex. “Betty, I want to make sure you don’t feel like I want you to buy CUTCO today just to help me out; I wouldn’t let you do that. CUTCO is too expensive to buy just to be nice! But if you do like CUTCO today and see something you want to get, I definitely appreciate it because it does really help me with my goal. Does that sound fair…? You can even pick out a set of CUTCO today and try it out for a couple of weeks with NO risk. I’ll tell you more about how that works in a few minutes.”)