

## GOAL SETTING TEMPLATE (WITH THANKS TO BRYAN NEALE)

**Name:**

**Time Period:**

<b>My 6 month focus is:</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>	<b>Clients key to my success:</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>	<b>Target account list:</b> <ul style="list-style-type: none"> <li>■</li> </ul>
<b>Business orders (measurable)</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>	<b>Connectors I want to meet:</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>	<b>What motivates me:</b> <ul style="list-style-type: none"> <li>■</li> </ul>
<b>Personal orders (measurable)</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>	<b>Threats:</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>	<b>Change orders:</b> <ul style="list-style-type: none"> <li>■</li> </ul>
<b>Controllable behaviors</b> <ul style="list-style-type: none"> <li>■</li> <li>■</li> <li>■</li> <li>■</li> <li>■</li> </ul>		