

Defining Your Goals

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Probably one of the most important things we do with our Partnering For Your Success students is to help them define their goals. We discuss their need for both short and long term goals. This might sound trite to you, or you might say, Yeah, everyone says to define my short term and long term goals.

Well, this is said and emphasized for a very important reason. These short term and long term goals help define how you will run your business, how much time you will need to spend, and what you expect to accomplish. They are the cornerstone of running your business.

Your long term goals are those 3-5 years down the road. For example:

Work Lease Purchase Full time Accumulate \$250-\$500,000 in wealth Own 20 Lease Purchase Properties Do 12-15 deals a month Do 12-15 consultations a month

You get the idea.

Now for the short term goals - the next 6 months to 2 years

Work Lease purchase business 5 to 10 hours per week Join 2 business groups Join Real Estate Group Do 1 deal every 6 weeks Do 4 consultations every 6 weeks - 2 for tenant/buyers; 2 for sellers

Your short and long term goals should cover what you wish to accomplish. However, be realistic. So many of our students want too much too soon. We provide a reality check for them. However, if you are not working with us, you will need to provide your own reality check. Re-work and change your goals if needed.

We have found and so have many of our students, that quotes motivate them and us.

Just recently I ran across the following:

"In the end, vision, drive, energy, singleness of purpose, wise use of resources, and a commitment to a destiny worthy of his efforts become a character of a chieftain who excels." Atilla The Hun

"There is nothing more difficult to take in hand, more perilous to conduct, or more uncertain of its success than to take the lead in the introduction of a new order of things" Niccolo Machiavelli

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