



EntreLeadership®

GOAL TRACKER

Create Unstoppable Momentum

SETTING GOALS THE RIGHT WAY

A business can't move forward without goals. They convert vision into energy. But for a goal to work, it has to have five components.

It must:

- **Be specific**
- **Be measurable**
- **Have a time limit**
- **Be yours**
- **Be in writing**

The EntreLeader not only establishes goals for his business, he also shares those goals with his team. That's called casting a vision. It brings your team along with you in every aspect of the business. It also improves communication and unity, which are the foundations of a quality organization. Here's how to do it.

PRACTICAL APPLICATIONS

1. Introduce Goal Setting to Your Team

Schedule a one-hour session with them. Show them the importance of setting goals and walk them through how to do it. Refer back to your workbook and jot down some notes to present.

2. Cast Your Vision

At the meeting, you'll also be sharing your vision or big project with your team. Get them excited about it by letting them know the positive impact it will have on the company, the team, the community and each team member personally.

3. Get Your Team Involved

Once your vision is shared, let your team know they will be setting their own goals as part of the overall objective of the company. Set a deadline for them to complete their goals and schedule a time for everyone to get together to discuss them.

4. Consider Sharing Our Goal Tracker

It can help teach your team how to make and keep goals.

Goals are the workhorses that make your dreams come true. By developing a plan and writing it down, you are naturally steering your company in the right direction. Use the following sheet to get started on your goals. Make sure to include both work and life goals that are represented on the wheel.

EntreLeadership® GOAL TRACKER



<input checked="" type="checkbox"/>	GOAL (BE SPECIFIC)	CATEGORY	ACTION PLAN	TARGET DATE
<input type="checkbox"/>	I want to lose 20 pounds.	Physical	<ul style="list-style-type: none"> • Weigh in 3x a week • Schedule workout for 1 hour, 4x a week • Get a personal trainer • Track food & calorie intake 	November 1
<input type="checkbox"/>	I want to read one business book per month.	Intellectual	<ul style="list-style-type: none"> • Select 3 books for each quarter • Calendar one hour of reading per day 	30th of each month
<input type="checkbox"/>				
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