

**Tips on  
Earning Cars,  
Diamonds,  
trips, Unit  
clubs etc.**

**What do you want???**

---

# Goal Setting for Your Next Free Car!

**Ask Yourself: What would It take? By NSD Donna Meixsell**

**Mathematical + Sweet Spot Score = Results (M+ SSS= R)©**

To earn your Cadillac by December 31st? (fill in the blanks for your car goal)

Take the total amount of Production Required and subtract what you already have in toward the goal. Example: 102,000 Wholesale (plus car credit points is what it takes to earn a Cadillac)

Minus (what you already have in): Example: If you have in \$26,000 from July–September:  $\$102,000 - \$26,000 = 76,000!!!!$

Now, Estimate what it would be for each month: If it's now October and you have 3 months remaining, that's 25,333.33 a month (October, November and December)

**Ask yourself, Can I wrap my brain around doing this?????**

Figure in the extra points for personal Qualifieds that you believe you can get:

EXAMPLE: 8 personal qualified is an extra 4800 in car credits!

So, let's re-figure the math with your personal qualified team members:  $76,000 - 4800 = 71,200$  divided by 3 months =  $\$23,733.33$  a month.

**Now ask yourself, Can I wrap my brain around this number?**

**If not, perhaps try this.....** Lets look at a graduated scale to reach 71,200

October:  $\$18,000$  + November:  $\$20,000$  + December:  $\$33,200$

Together, this equals 71, 200 plus you will add your 8 personal qualifieds to = 76,000

**Now, ask yourself HONESTLY:**

**On a Scale of 1-10 How bad do I want it right now?**

**On a Scale of 1-10, How WILLING am I to work for it right now?**

**On a Scale of 1-10, How much do I Believe it Can happen now?**

**High Score = YOUR SWEET SPOT! You believe it, you're passionate about it, you'll work to get it. It's has a high probability to be a DONE DEAL! M+ SSS = R**

*If you have a Low Score of Sweet Spot Belief, Perhaps try Premier Club right now and build to Cadillac...or perhaps it's an option to go on Target for Cadillac October–December with the goal to finish in March! Look at another goal for short term and you will actually arrive at your Cadillac faster that setting yourself up for failure OVER and OVER again! Review your decision with your NSD! If no decision is Made, then Remember, you have decided NOTHING. Deciding nothing gets you nothing or even takes away! Yikes!!! Earning a Cadillac is truly a Decision and at strategy!*

## Example#2

### To earn your Cadillac by March?

(fill in the blanks for your car goal)

Take the total amount of Production Required and subtract what you already have in toward the goal. Example: 102,000 Wholesale (plus car credit points is what it takes to earn a Cadillac)

To go on target the goal is **51,000** Car Credits

Figure in the extra points for personal Qualifieds that you believe you can get:

EXAMPLE: 6 personal qualified is an extra 3600

How many Qualifieds are you willing to get this Quarter? **6** x 600 = **3600**

So, let's figure the math with your personal qualified team members:

$51,000 - 3600 = 47,400$  Divided by 3 months, that's an average of \$15,800 a month

**Now ask yourself, Can I wrap my brain around this number?  
If not, perhaps try this.....**

Lets look at a graduated scale to reach 47,400

October: \$13,000 + November: \$15,000 + December: \$19,400

Together, this equals \$47,400 plus you will add your 6 personal qualifieds to = 51,000 car credits! **Ask yourself, Can I wrap my brain around doing this????**

**Now, ask yourself HONESTLY:**

**On a Scale of 1-10 How bad do I want it right now?**

**On a Scale of 1-10, How WILLING am I to work for it right now?**

**On a Scale of 1-10, How much do I Believe it Can happen now?**

**High Score = YOUR SWEET SPOT! You believe it, you're passionate about it, you'll work to get it. It's has a high probability to be a DONE DEAL!**

**M+ SSS = R**

You can use this formula with any personal goal that you can figure out mathematically!

# Top Director Trip

## EXAMPLE:

**Ask: What does it take? \$650,000 Retail**

**What do I have in retail? \$80,000**

**$\$650,000 - \$80,000 = \$570,000$  RETAIL**

**(Consider New Consultant Product Bonuses will be added, and you'll actually have to do less) I always originally figured it out by the REAL wholesale amount and then as I would get closer to the goal, I would re-figure it with the bonus retail. (This just makes it easier for me early in the year).**

**However, occasionally the company will come out with something BIG that can be a GAME CHANGER like DOUBLE CREDIT!!!! This can make ALL THE DIFFERENCE IN THE WORLD...YOU MUST REFIGURE IMMEDIATELY when there is DOUBLE CREDIT.**

**Example,**

**Let's say you have \$50,000 for the First 3 Months of the Seminar Year, and then they have DOUBLE CREDIT in the Month of October....and you earn \$80,000 in ONE MONTH...THATS A GAME CHANGER!!!**

**$\$50,000 + \$80,000 = \$130,000$**

So, once again, you just figure it out mathematically:  
What is my Year-to-date RETAIL? \_\_\_\_\_ Subtract it from  
\$650,000. Then, Divide by 2 to get the WHOLESale amount.  
Then divide by the remaining months that you have in the seminar  
year.

Example, If you have 4 months of the Seminar Year behind you,  
and you have \$130,00 in so far, you subtract that from \$650,000  
You have \$520,000 more to go to meet your goal.

Since this is a RETAIL GOAL, Divide by 2 to figure the wholesale  
amount: \$520,000 divided by 2 is 260,000.

If there are 8 months remaining, you divide \$260,000 by 8 and get  
\$32,500 a month. You must ask yourself the important question....  
Can I wrap my brain around this every month?

**On a Scale of 1-10 How bad do I want it right now?**

**On a Scale of 1-10, How WILLING am I to work for it right now?**

**On a Scale of 1-10, How much do I Believe it Can happen now?**

**If not, how about the graduated scale? Can you wrap your brain around  
it? Play with the numbers for 8 months to figure it out... I always start with  
what I believe for right now...**

<b>Nov.</b>	<b>\$20,000</b>	
<b>Dec</b>	<b>\$25,000</b>	
<b>Jan</b>	<b>\$26,000</b>	
<b>Feb</b>	<b>\$30,000</b>	
<b>March</b>	<b>\$38,000</b>	
<b>April</b>	<b>\$38,000</b>	
<b>May</b>	<b>\$40,000</b>	
<b>June</b>	<b>\$43,000</b>	<b>= \$260,000 Wholesale!!!</b>

**Ask the above questions again!!! See how you feel about it now!**

# **Tips to start thinking bigger: Open Your Mind to the Possibilities!**

Affirmations and Affirmations:

What would it take for me to earn a \_\_\_\_\_?

What could I change to get into a Cadillac?

## **What's an Affirmation?**

A great way to turn an affirmation into an ever more powerful tool is to construct it in the form of a question. This is called an *affirmation*.

Affirmations leave more room for the subconscious mind to build on the positivity of the question posed.

Here's a great example: compare how you feel after saying "Why do I always feel loved and supported?" with "I am always loved and supported." These two statements come from the same place, and maybe even hold the same intention, but one asks your mind to generate examples, while one remains abstract. **Noah St. John** teaches a lot about affirmations if you want to learn more.

**Daily Discipline!**

**Work!**

**Chase the Interviews!**

**Grow your Unit every Month by getting new Unit Members.**

**Personal Activity Matters!!!!!!!**

**Who You Hang Around MATTERS!!!!**

**What you listen to MATTERS!**

**What you READ matters!**

**The time you spend on your goal MATTERS!**