



Love 'em & Lead 'em

Live the Dream



“Our mission is to help you make your vision a reality.”

A Fresh Perspective, Inc.

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LIVE THE DREAM!

Vision

"I started concentrating so hard on my vision that I lost sight [of the obstacles.]" Robin Green



Dare to Dream

"I want a work-life that makes me happy and fits with my life-life." Anna Quindlen

What kind of business do you want to create?

What kind of life do you want to create?

Name one life-dream you would like to achieve with the help of your business?

Choose Your Future

"The history of free men is never written by chance, but by choice – their choice." Dwight D. Eisenhower

BELIEVE

CHOOSE

ACT

Know Yourself – What is Your Purpose?

"The artist is nothing without the gift, but the gift is nothing without work." Emile Zola



VISION + DISCIPLINE = SUCCESS

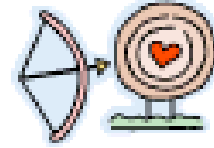
Goals

“Goals are dreams with deadlines.” Diana Scharf Hunt

Personal Goal:

Bull’s Eye

Outer Rim Goal



Business Goal

Bull’s Eye

Outer Rim Goal

Time Blocking

“Don’t be fooled by the calendar. There are only as many days in the year as we make use of. One person gets a week’s value out of a year while another person gets a full year’s value out of a week.” Charles Richards

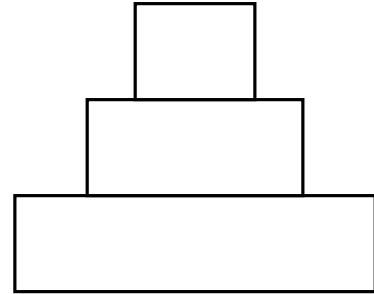
	Mon.	Tues.	Wed.	Thurs.	Fri.	Sat.	Sun.
morning							
afternoon							
evening							

Peopework: prospecting, selling, recruiting, follow-up, people development – “working in” your business.

Paperwork: planning and maintenance – “working on” your business

Layers of Time

- Team
- Personal Business
- Personal Life



Priorities

“A major part of successful living lies in the ability to put first things first. Indeed, the reason most major goals are not achieved is that we spend our time doing second things first.” Robert J. McKain

Pareto’s Principle: The Law of 80/20

“Our natural tendency is to react rather than to create, so distractions become our priority.”

- Personal life
- Personal Business
- Team growth

Balance

“I believe that uncertainty is really my spirit’s way of whispering, ‘Something is off-balance here.’”
Oprah Winfrey

When You Are Out of Balance...

- Simplify!
- “Book” on your timetable.
- Learn to say “No.”
- Get as organized as you need to be.



Daily Planner

Day _____ Date _____

TOP 10 THINGS TO DO TODAY

- 1 _____
- 2 _____
- 3 _____
- 4 _____
- 5 _____
- 6 _____
- 7 _____
- 8 _____
- 9 _____
- 10 _____

7:00	_____
8:00	_____
9:00	_____
10:00	_____
11:00	_____
Noon	_____
1:00	_____
2:00	_____
3:00	_____
4:00	_____
5:00	_____
6:00	_____
7:00	_____
8:00	_____
9:00	_____
10:00	_____

CONTACTS FOR TODAY

Name, phone #, e-mail

Result

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
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