

Annual Goal Tool

Use this simple device to measure your progress as you reach your annual billings or sales goal.

- 1) Write your annual billings or sales goal at the top.
- 2) As you close your deals or make your sales, color in red ink the 'temperature' of the thermometer as you get closer to your goal.
- 3) Do not let the simplicity of this tool keep you from using it. If it wasn't simple, you wouldn't try.
- 4) This gives you a visual representation of what you have accomplished so far year to date, and also shows you how much work you have ahead of you, helping you to stay motivated to press on.
- 5) Cut out the thermometer and tape it to the side of your computer monitor. Look at it everyday.
- 6) Congratulations, champ. You have just accomplished the single most important success principle: writing down your goal and looking at it everyday. You have increased the probabilities of you hitting your goals by at least a factor of ten.

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