

# GOAL PLANNER



*Your Blueprint  
to a Lifetime of  
Success, Prosperity  
and Achievement*

**BRIAN  
TRACY**

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# GOAL PLANNER

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*By Brian Tracy*

*“The potential of the average  
person is like a huge ocean unsailed,  
a new continent unexplored,  
a world of possibilities waiting to be released  
and channeled toward some great good.”*

BRIAN TRACY

## BRIAN TRACY IDEAS TO LIVE BY

1. *The great secret of success is that there **are** no secrets of success; there are only timeless principles that have proven effective throughout the centuries.*
2. *If you change your thinking, you **change** your life.*
3. *It doesn't matter where you're coming from; all that matters is where you are **going**.*
4. *You have great, untapped reserves of potential within you. Your job is to **release** them.*
5. *Decide what you want, and then **act as if** it were impossible to fail.*
6. *Learn from the **experts**; you will not live long enough to figure it all out for yourself.*
7. *The more **reasons** you have for achieving your goal, the more determined you will become.*
8. *You are in the **people** business, no matter what you do or where you do it.*
9. *There are no limits on what you can achieve with your life, except the limits you accept in your own **mind**.*
10. *You are a potential **genius**; there is no problem you cannot solve, and no answer you cannot find somewhere.*
11. *Your success will be largely determined by your ability to **concentrate** single-mindedly on one thing at a time.*
12. *If there is anything you want in life, find out how **others** have achieved it and then do the same things they did.*
13. *If you conduct yourself as though you **expect** to be successful and happy, you will seldom be disappointed.*
14. *It is not what you say, or wish, or hope, or intend, it is only what you **do** that counts.*
15. *Everything you have in your life you have attracted to yourself because of the person you **are**.*

## BRIAN TRACY – Author • Trainer • Consultant

**B**rian Tracy is Chairman and CEO of Brian Tracy International, a company specializing in the training and development of individuals and organizations.

■ Brian Tracy has consulted for more than 1,000 companies and addressed more than 3,000,000 people in 4,000 talks and seminars throughout the US, Canada and 40 other countries worldwide. As a Keynote speaker and seminar leader, he addresses more than 250,000 people each year.

■ He has studied, researched, written and spoken for 30 years in the fields of economics, history, business, philosophy and psychology. He is the top selling author of 48 books that have been translated into dozens of languages.

■ He has written and produced more than 350 audio and video learning programs, including the worldwide, best-selling Psychology of Achievement, which has been translated into more than 20 languages.

■ He speaks to corporate and public audiences on the subjects of Personal and Professional Development, including the executives and staff of more than 1,000 of America's largest corporations. His exciting talks and seminars on Leadership,

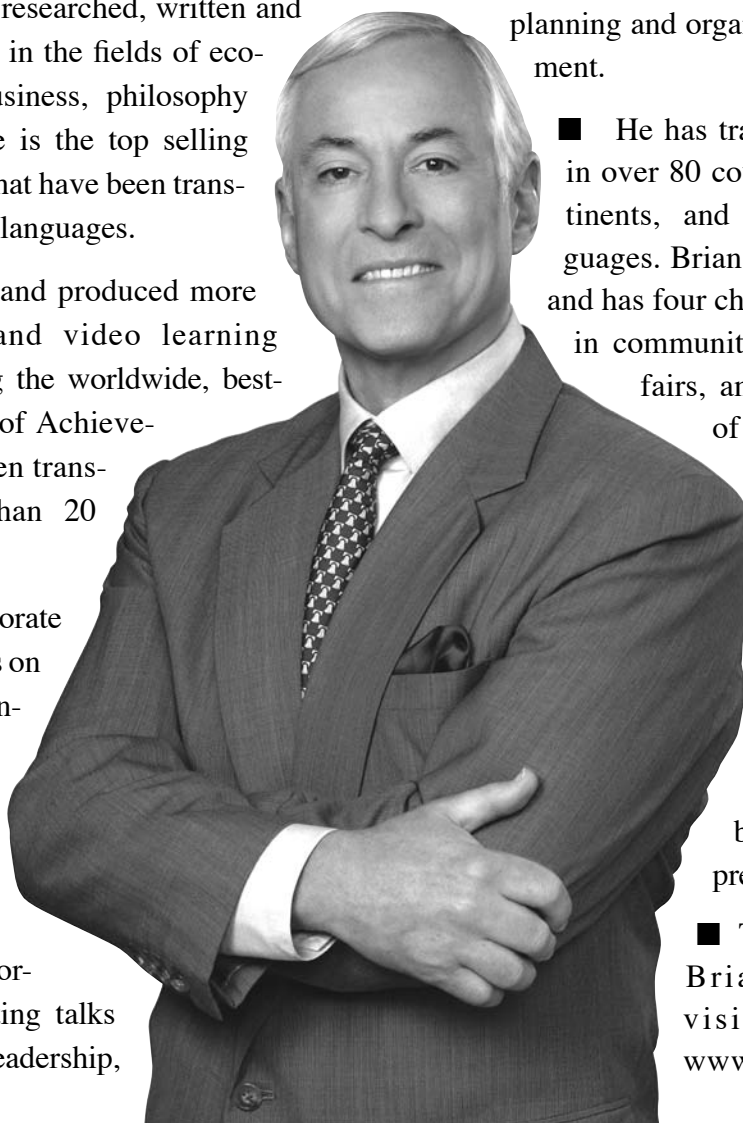
Selling, Self-Esteem, Goals, Strategy, Creativity and Success Psychology bring about immediate changes and long-term results.

■ Prior to founding his company, Brian Tracy International, Brian was the Chief Operating Officer of a \$265 million dollar development company. He has had successful careers in sales and marketing, investments, real estate development and syndication, importation, distribution and management consulting. He has conducted high level consulting assignments with several billion-dollar plus corporations in strategic planning and organizational development.

■ He has traveled and worked in over 80 countries on six continents, and speaks four languages. Brian is happily married and has four children. He is active in community and national affairs, and is the President of three companies headquartered in Solana Beach, California.

■ Brian is also the President of Brian Tracy University, a private on-line college for business and entrepreneurship.

■ To learn more about Brian Tracy, please visit his website at [www.briantracy.com](http://www.briantracy.com).



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## INTRODUCTION

Dear Achiever,

Congratulations! You are about to embark on a journey of adventure and discovery that will enable you to accomplish *more* in the next year or two than many people accomplish in ten years, or even twenty.

This goal planner has been designed after more than 25 years of research and practice. These methods have taken many thousands of men and women from rags to riches. The ideas you are going to learn are tested and proven. When you follow this planner, you will be able to accomplish anything you really want.

All of life is a matter of *habit*. Successful people are simply those with habits that led to *success*. You can learn the habits you need to reach Maximum Achievement by practicing continuous goal-setting and daily action planning until these behaviors become automatic. After that, your wonderful future of health, wealth and happiness is assured.

By completing this planner over the next 31 days, you will develop in yourself habits that will lead you irresistibly onward to a life of success and achievement.

It's all up to you. Good luck!

A handwritten signature in black ink, appearing to read "Lee Lac", with a long, sweeping underline that extends to the left.

## HOW TO USE YOUR GOAL PLANNER

The purpose of this goal planner is to enable you to *decide* exactly what you want in every area of your life, and then to help you *achieve* it.

A central theme of Maximum Achievement is that you can have anything you want, as long as you know what it is. ***Clarity is essential.*** People are failures at life, not because they lack ability or opportunity, but because they lack clarity about goals and means to accomplish them.

At the start of this planner, you are asked to *think about your goals* in several areas of your life. You will then be asked to set priorities on your goals and organize them in order of importance to you.

With your goals clearly before you, you are asked to select your *most important goal*, the one goal that, when you achieve it, will enable you to achieve many of your other goals as well.

You are asked to *set goals* in several areas of your life, and organize them by priority, as well.

In each case the question you ask yourself is: “What do *I* really want? What are my *real* goals in life?”

You are asked to think about your major goals based on *ten* goal-achieving criteria. You are asked to *rewrite* your goals every day, and make plans for their accomplishment.

You will become a *more skilled thinker* with every word you write, with every idea you generate, with every bit of intense, thoughtful effort you put into writing and rewriting your goals.

Hard, systematic work is necessary. ***Self-discipline is required.*** Continuous action toward your goals must take place every day.

The pay-off? You will take complete charge of your life and turn yourself into an unstoppable, goal-achieving personality. ***Your self-confidence and self-esteem will increase daily.*** Your self-image will improve. Your ability to persist in the face of adversity will go up. You will become more focused, directed and channeled, like a mighty river, moving forward over all obstacles to create the kind of life you desire.

## ACTIVATING YOUR MENTAL STOREHOUSE

Throughout Maximum Achievement, you learn how to harness the awesome powers of your subconscious and superconscious minds to bring you anything you really want in life.

When you have clear, specific goals that you are writing and rewriting every day, you trigger these laws into action on your behalf. What you can then accomplish becomes unlimited. Here are the most important laws for success:

**1. The Law of Control** — Your goals allow you to control the *direction of change* in your life, thereby freeing you from aimlessness, drifting and random occurrences. Now, everything that happens to you, happens by *law*, not by accident.

**2. The Law of Cause and Effect** — Clear, repeated goals become *the primary cause* of the effects in your life. As you sow goals into your mind, you reap results in your reality.

**3. The Law of Belief** — Your outer world of reality will be like *your inner world* of belief. As you set challenging goals and move toward them, your belief in yourself becomes unshakable.

**4. The Law of Expectations** — Each day, you *confidently expect* that every event, positive or negative, has been sent to help move you toward your goals. And you tend to *get* what you expect.

**5. The Law of Attraction** — Every time you rewrite or think about your goals, you intensify the speed of vibration that causes you to attract *people* and *circumstances* into your life that will help you achieve your goals.

**6. The Law of Subconscious Activity** — You will begin to walk, talk, act and perceive in a manner that will make your goals a reality. Your subconscious mind goes to work to bring your goals into your life — when you are *ready*.

**The Law of Substitution** — Whatever your conscious mind is thinking about, most of the time, is being accepted by your subconscious mind and it is being attracted into your life. You can *substitute a positive goal or thought* for any negative thought that may be holding you back.

## ACTIVATING YOUR MENTAL STOREHOUSE

(continued)

**8. The Law of Concentration** — Whatever you think about or *dwell upon* most often, grows in your life and in your reality. Continually rewriting your goals assures that more and more of your mental powers are focused on attracting what you really want into your life.

**9. The Law of Superconscious Activity** — Called the “Secret of the Ages,” this is the most powerful of all laws. It simply says that, “any thought, plan, goal or idea, held continuously in your conscious mind, must be brought into reality by the *super-conscious mind*.”

All these laws in combination will make you an irresistible and unstoppable force of nature. All you need to do is to *practice continuous goal-setting* and action planning every day until it becomes an ingrained habit. Then your life will take on a success momentum of its own.

Your future will be guaranteed!

There lies within you a great, untapped potential that no one is yet aware of. You can be and do and have all kinds of wonderful things. There are no limitations on your ability to have the kind of life you desire except for those limits you place upon your own mind and imagination.

If you will decide your destination, make your plan, learn what you need to learn, and then work patiently, one step at a time, never faltering, you cannot help but create a great life that everyone around you will admire.

You can do it if you think you can, and if you’re willing to make the efforts.

There is no stopping you!!

*Brian Tracy*

## GOAL SETTING EXERCISES

1. Write out your *three most important goals* in life — right now:

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

2. How would you spend your time, where would you go, what would you do, if you found out today that you only had *six months to live*?

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_  
4. \_\_\_\_\_  
5. \_\_\_\_\_  
6. \_\_\_\_\_

3. What would you do differently if you won *one million dollars* cash, tax free, tomorrow?

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

4. What have you always wanted to do but been *afraid to attempt*?

1. \_\_\_\_\_  
2. \_\_\_\_\_  
3. \_\_\_\_\_

5. What do you **enjoy doing most** in life? If you could engage in any full-time activity, without pay, what would it be?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

6. How much **money** would you like to be earning?

In one year? .....\$ \_\_\_\_\_

In two years?.....\$ \_\_\_\_\_

In three years?.....\$ \_\_\_\_\_

In four years?.....\$ \_\_\_\_\_

In five years?.....\$ \_\_\_\_\_

7. How much do you want to be **worth** when you retire? ..... \$ \_\_\_\_\_

8. **Who else** is earning the kind of money you want to earn?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

9. What is he/she doing **differently** from you that enables him/her to earn this kind of money?

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

10. Career and professional goals: What do you want to *be good at*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

11. Sport and fitness goals: What do you want to achieve *physically*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

12. Personal development goals: In what areas do you want to *improve*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

13. Family and relationship goals: What do you want to do for *your family*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

14. Travel goals — places to visit/vacations: Where do you *want to go*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

15. Material and tangible goals (things): What do you want *to acquire*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

16. Community and service goals: How do you want *to contribute*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

17. Creative goals: What do you want to bring into *reality*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

18. Spiritual and inner development goals: What kind of a *person* do you want to become?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

19. Intellectual and educational goals: What do you want *to learn*?

A. \_\_\_\_\_

B. \_\_\_\_\_

C. \_\_\_\_\_

20. What *one great thing* would you dare to dream if you knew you could not fail? If you were guaranteed of success?

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

21. **Ten Goal Exercise:**

Make a list of at least **ten** goals you would like to accomplish in the next year.

Write your goals in the present, positive tense, starting with the word “I.”

*(I am, I sell, I achieve, etc.)*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_
11. \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_

22. If you could have any **one** goal on this list within 24 hours, which one goal would you choose?

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23. Based on these exercises, what do you think should be ***your most important goal?*** Your major definite purpose? Write it out in detail.

1. My ***major definite purpose*** in life is:

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2. My ***deadline*** for achieving this goal is: \_\_\_\_\_

3. The ***obstacles*** I will have to overcome to achieve this goal are:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. The additional ***knowledge and skills*** I will require are:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

5. The ***people*** whose help and cooperation I will require are:

1. \_\_\_\_\_

2. \_\_\_\_\_

3. \_\_\_\_\_

4. \_\_\_\_\_

5. \_\_\_\_\_

6. \_\_\_\_\_

6. The *steps* I will take to achieve this goal are:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_

7. The *one action* I will take immediately to achieve my goal is:

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Now, go back through your goals on the previous pages and **organize them** as:

“A” = very important, “B” = important and “C” nice, but not important.

Then write all your “A” goals below:

|          | ORDER |
|----------|-------|
| 1. _____ | _____ |
| 2. _____ | _____ |
| 3. _____ | _____ |
| 4. _____ | _____ |
| 5. _____ | _____ |
| 6. _____ | _____ |
| 7. _____ | _____ |

In the **right-hand column**, organize your goals from #1 = *most important* to #7 = *least important*. This will give you a complete goal list, organized by priority.

Select your ***three most important goals*** and write out ten things you could start doing immediately to make them into realities. Start with number one:

GOAL NUMBER ONE: \_\_\_\_\_

| ACTION STEPS |       | ORDER |
|--------------|-------|-------|
| 1.           | _____ | _____ |
| 2.           | _____ | _____ |
| 3.           | _____ | _____ |
| 4.           | _____ | _____ |
| 5.           | _____ | _____ |
| 6.           | _____ | _____ |
| 7.           | _____ | _____ |
| 8.           | _____ | _____ |
| 9.           | _____ | _____ |
| 10.          | _____ | _____ |

Organize your action steps in the right-hand column in ***order of importance*** to achieving your goal, from #1 to #10.

ACTION PLAN – What I will do ***immediately*** is:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_

GOAL NUMBER TWO: \_\_\_\_\_

\_\_\_\_\_

| ACTION STEPS |       | ORDER |
|--------------|-------|-------|
| 1.           | _____ | _____ |
| 2.           | _____ | _____ |
| 3.           | _____ | _____ |
| 4.           | _____ | _____ |
| 5.           | _____ | _____ |
| 6.           | _____ | _____ |
| 7.           | _____ | _____ |
| 8.           | _____ | _____ |
| 9.           | _____ | _____ |
| 10.          | _____ | _____ |

Organize your action steps in the right-hand column in *order of importance* to achieving your goal, from #1 to #10.

ACTION PLAN – What I will do *immediately* is:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

GOAL NUMBER THREE: \_\_\_\_\_

| ACTION STEPS |       | ORDER |
|--------------|-------|-------|
| 1.           | _____ | _____ |
| 2.           | _____ | _____ |
| 3.           | _____ | _____ |
| 4.           | _____ | _____ |
| 5.           | _____ | _____ |
| 6.           | _____ | _____ |
| 7.           | _____ | _____ |
| 8.           | _____ | _____ |
| 9.           | _____ | _____ |
| 10.          | _____ | _____ |

Organize your action steps in the right-hand column in *order of importance* to achieving your goal, from #1 to #10.

ACTION PLAN – What I will do *immediately* is:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_

## HOW TO TEST YOUR MAJOR GOAL

1. **Desire:** How much do you really want it on a scale of 1 - 10? \_\_\_\_\_  
\_\_\_\_\_
2. **Belief:** Is it believable and achievable? \_\_\_\_\_  
\_\_\_\_\_
3. **Write it down:** How will you *measure success*? \_\_\_\_\_  
\_\_\_\_\_
4. **Analyze:** Where are you *starting from* now? \_\_\_\_\_  
\_\_\_\_\_
5. **Determine Why :** How will you personally *benefit* from achieving it? \_\_\_\_\_  
\_\_\_\_\_
6. **Timing:** Set a *deadline* on your goal! When? \_\_\_\_\_  
\_\_\_\_\_
7. **Ask:** What major *obstacles* must you overcome? \_\_\_\_\_  
\_\_\_\_\_
8. **Research:** What additional *information, knowledge and skills* will you require?  
\_\_\_\_\_  
\_\_\_\_\_
9. **Key People:** Whose *assistance* or cooperation do you need? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

10. **FINALLY** — Write out a *detailed plan of accomplishment*, a list of activities, for your major goal. Write it out clearly; what are you going to do, starting today, and every day? The more detailed your description, the more likely it is that you will achieve it!

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_
11. \_\_\_\_\_
12. \_\_\_\_\_
13. \_\_\_\_\_
14. \_\_\_\_\_
15. \_\_\_\_\_
16. \_\_\_\_\_
17. \_\_\_\_\_
18. \_\_\_\_\_
19. \_\_\_\_\_
20. \_\_\_\_\_

## COMMITMENT

“Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative (and creation), there is an elementary truth, the ignorance of which kills countless ideas and splendid plans; that the moment one definitely commits oneself, then Providence moves, too.

“All sorts of things occur to help that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one’s favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamed would have come his way.”

Charles Murray

“Are you earnest? Seek this very minute, whatever you can do, or dream you can; begin it. Boldness has genius, power and magic in it. Only engage and the mind grows heated; begin and then the task will be completed.”

Goethe

## GETTING STARTED

1. ***You are responsible.*** Develop the habit of goal setting by completing two pages each day for 31 days;
2. Begin with today's date then, write down your three ***most*** important goals right now; (#1)
3. Write out your major definite purpose in the ***present tense***, as if it were already a reality; (#2)
4. Briefly describe what you are going to do ***today*** to achieve your goal; (#3)
5. Turn the page; write your major problem or goal in the box at the top of the page in the form of a ***question***; (#4)
6. Write out ***twenty answers*** to this "mindstorming" question; (#5)
7. Select an ***action commitment*** for today and write it in the box at the bottom of the page; (#6)
8. Begin immediately. ***Take action:*** Get going. Work steadily toward the achievement of your goal(s) throughout the day;
9. Repeat the process every single day for 30 days until it becomes a ***habit***.

When you complete this planner, you will be on the high road to ***success and achievement*** in every area of your life.

***You will never look back. Good luck!***

# DAY 1

I am not judged by the number of times I fail, but by the number of times I succeed; and the number of times I succeed is in direct proportion to the number of times I can fail and keep on trying. — *Tom Hopkins*

/ /

DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

1. 

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2. 

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3. 

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4. 

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5. 

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6. 

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7. 

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8. 

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9. 

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10. 

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11. 

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12. 

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13. 

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14. 

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15. 

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16. 

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17. 

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18. 

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19. 

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20. 

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 2

Opportunity... often it comes disguised in the form of misfortune,  
or temporary defeat. — *Napoleon Hill*

/ /

DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

1. 

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2. 

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3. 

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4. 

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5. 

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6. 

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7. 

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8. 

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9. 

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10. 

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11. 

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12. 

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13. 

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14. 

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15. 

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16. 

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17. 

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18. 

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19. 

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20. 

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 3

Have a bias toward action — let's see something happen now. You can break that big plan into small steps and take the first step right away.  
— *Richard Thalheimer*

/ /

DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_
5. \_\_\_\_\_
6. \_\_\_\_\_
7. \_\_\_\_\_
8. \_\_\_\_\_
9. \_\_\_\_\_
10. \_\_\_\_\_

4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

1. 

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2. 

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3. 

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4. 

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5. 

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6. 

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7. 

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8. 

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9. 

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10. 

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11. 

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12. 

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13. 

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14. 

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15. 

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16. 

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17. 

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18. 

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19. 

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20. 

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 4

The successful person always has a number of projects planned, to which he looks forward. Any one of them could change the course of his life overnight.  
— *Mark Caine*

/ /

DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 5

Would you like me to give you a formula for... success? It's quite simple, really. Double your rate of failure... You're thinking of failures as the enemy of success. But it isn't at all... You can be discouraged by failure — or you can learn from it. So go ahead and make mistakes. Make all you can. Because, remember that's where you'll find success. On the far side of failure. — *Thomas J. Watson, Senior*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 6

The strongest single factor in prosperity consciousness is self-esteem:  
believing you can do it, believing you deserve it, believing you will get it.  
— *Jerry Gillies*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 7

Success is a state of mind. If you want success, start thinking of yourself as a success. — *Joyce Brothers*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 8

The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind. — *William James*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 9

Develop success from failures. Discouragement and failure are two of the surest stepping stones to success. No other element can do so much for a man if he is willing to study them and make capital out of them. — *Dale Carnegie*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 10

The first rule of success, and the one that supersedes all others, is to have energy. It is important to know how to concentrate it, how to husband it, how to focus it on important things instead of frittering it away on trivia. — *Michael Korda*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 11

The first law of success... is concentration — to blend all the energies to one point, and to go directly to that point, looking neither to the right nor to the left. — *William Mathew*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense:***

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 12

The giants of the race have been men of concentration, who have struck sledgehammer blows in one place until they have accomplished their purpose. The successful men of today are men of one overmastering idea, one unwavering aim, men of single and intense purpose. — *Orison Swett Marden*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 13

The majority of men meet with failure because of their lack of persistence in creating new plans to take the place of those which fail. — *Napoleon Hill*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 14

If you only care enough for a result, you will almost certainly attain it... Only you must, then, really wish these things, and wish them exclusively, and not wish at the same time a hundred other incompatible things just as strongly. — *Williams James*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 15

Concentrate all your thoughts on the great desire in your life. This concentration must be continuous, unceasing — every minute; every hour; every day; every week. Concentrate... for the greatest achievements are reserved for the man of single aim, in who no rival powers divide the empire of the soul. — *Orison Swett Marden*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

- \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 16

Here is a basic rule for winning success — Let's mark it in the mind and remember it. The rule is: Success depends on the support of other people. The only hurdle between you and what you want to be is the support of others. — *Tom Hopkins*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 17

Always try to do something for the other fellow and you will be agreeably surprised how things come your way — how many pleasant things are done for you. — *Claude M. Bristol*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 18

No man has come to true greatness who has not felt that his life belongs to his race, that which God gives to him, he gives to mankind. — *Phillips Brooks*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 19

Nothing splendid has ever been achieved except by those who dared believe that something inside of them was superior to circumstance. — *Bruce Barton*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 20

If I were asked to give what I consider the single-most useful bit of advice for all humanity, it would be this: Expect trouble as an inevitable part of life and when it comes, hold your head high, look it squarely in the eye and say “I will be bigger than you. You cannot defeat me.” — *Ann Landers*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 21

The person determined to achieve maximum success learns the principle that progress is made one step at a time. A house is built a brick at a time. Football games are won a play at a time. A department store grows bigger one customer at a time. Every big accomplishment is a series of little accomplishments. — *David Joseph Schwartz*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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- \_\_\_\_\_

2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 22

There is no road too long to the man who advances deliberately and without undue haste; there are no honors too distant to the man who prepares himself for them with patience. — *Jean De La Bruy*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
23

Unless you have prepared yourself to profit by your chance, the opportunity will only make you ridiculous. A great occasion is valuable to you just in proportion as you have educated yourself to make use of it. — *Orison Swett Marden*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
24

Nothing in the world can take the place of persistence.  
Persistence alone is omnipotent. — *Calvin Coolidge*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
25

There is one thing stronger than all the armies in the world and that is an idea whose time has come. — *Victor Hugo*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
26

All our dreams come true — if we have the courage  
to pursue them. — *Walt Disney*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

- 1. \_\_\_\_\_
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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
27

The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor. — *Vincent T. Lombardi*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
28

The empires of the future are the empires of the mind. — *Winston Churchill*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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6. Select at least *one action* from the above exercise to begin immediately:

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DAY  
29

In order to succeed, we must first believe we can. — *Michael Korda*

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DATE

BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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6. Select at least *one action* from the above exercise to begin immediately:

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**DAY**  
**30**

I do not think there is any other quality so essential to success of any kind as the quality of perseverance. It overcomes almost everything, even nature.  
— John D. Rockefeller

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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4. Write your *major problem or goal* in the form of a question:

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5. Write out *20 answers* to question number four:

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6. Select at least *one action* from the above exercise to begin immediately:

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# DAY 31

Progress always involves risk, you can't steal second base and keep your foot on first. — *Frederick Wilcox*

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BACKGROUND IDEA FOR TODAY

1. Daily Goal Planning Exercise Quick List — *your **three** most important goals:*

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- \_\_\_\_\_
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2. Daily Goal Setting Exercise — *my **major definite purpose** is:*

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3. Daily Goal Planning Exercise — *write out plans in longhand using the **present tense**:*

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6. Select at least one action from the above exercise to begin immediately:

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## NOTES

The establishment of a clear, central purpose or goal in life  
is the starting point of all success. — *Brian Tracy*

[illegible]

## NOTES

The potential of the average person is like a huge ocean unsailed,  
a new continent unexplored, a world of possibilities waiting to be released  
and channeled toward some great good.” — *Brian Tracy*

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

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# BRIAN TRACY INTERNATIONAL

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Congratulations!

By completing this Goal Planner, you have begun to establish the habit of success. Now, you must keep it up!

Order a new Goal Planner today so you can keep moving ahead. This could be one of the most important things you ever do!

You are an action person, so take action today!

Good luck!



*It is not what you say,  
or wish, or hope,  
or intend...*

*It is only what you **do**  
that counts.*



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[www.briantracy.com](http://www.briantracy.com)