

## *Glenna's Goal Book from Chicken Soup for the Soul*

In 1977 I was a single mother with three young daughters, a house payment, a car payment and a need to rekindle some dreams.

One evening I attended a seminar and heard a man speak on the  $I \times V = R$  Principle (Imagination mixed with Vividness becomes Reality.) The speaker pointed out that the mind thinks in pictures, not in words. And as we vividly picture in our mind what we desire, it will become a reality.

This concept struck a chord of creativity in my heart. I know that Biblical taught that the Lord give us "the desires of our heart"(Psalms 37:4) and that "as a man thinketh in his heart, so is he" (Psalms 23:7). I was determined to take my written prayer list and turn it into pictures. I began cutting up old magazines and gathering pictures that depicted the "desires of my heart." I arranged them in an expensive photo album and waited expectantly.

I was very specific with my pictures. They included:

1. A good-looking man
2. A woman in a wedding gown and a man in a tuxedo
3. Bouquets of flowers (I'm a romantic)
4. Beautiful diamond jewelry (I rationalized that God loved David and Solomon and they were two of the richest men who ever lived)
5. an island in the sparkling blue Caribbean
6. A lovely home
7. New furniture
8. A woman who had recently become vice-president of a large corporation. (I was working for a company that had no female officers. I wanted to be the first woman vice-president in that company.)

About eight weeks later, I was driving down a California freeway, minding my own business at 10:30 in the morning. Suddenly a gorgeous red-and-white Cadillac passed me. I looked at the car because it was a beautiful car. And the driver looked at me and smiled, and I smiled back because I always smile. Now I was in deep trouble. Have you ever done that? I tried to pretend that I hadn't looked. "Who me? I didn't look at you!" He followed me for the next 15 miles. Scared me to death! I drove a few miles, he drove a few miles. I parked, he parked... and eventually I married him!

On the first day after our first date, Jim sent me a dozen roses. Then I found out that he had a hobby. His hobby was collecting diamonds. Big ones! And he was looking for somebody to decorate. I volunteered! We dated for about two years and every Monday morning I received a long-stemmed red rose and a love note from him.

About three months before we were getting married, Jim said to me, "I have found the perfect place to go on our honeymoon. We will go to St. John's Island down in the Caribbean." I laughingly said, "I never would have thought of that!"

I did not confess the truth about my picture book until Jim and I had been married for almost a year. It was then at we were moving into our gorgeous new home and furnishing it with the elegant furniture that I had pictured. (Jim turned out to be the West Coast wholesale distributor for one of the finest eastern furniture manufacturers.)

By the way, the wedding was in Laguna Beach, California, and included the gown and tuxedo as realities. Eight months after I created my dream book, I became the Vice-President of Human Resources in the company where I worked.

In some sense this sounds like a fairy tale, but it is absolutely true. Jim and I have made many "picture books" since we have been married. God has filled our lives with the demonstration of these powerful principles of faith at work.

Decide what it is that you want in every area of your life. Imagine it vividly. Then act on your desires by actually constructing your personal goal book. Convert your ideas into concrete realities through this simple exercise. There are no impossible dreams. And, remember, God has promised to give His children the desires of their heart.

*Glenns Salsbury*

# New Seminar Year Go For the Goal

Name: \_\_\_\_\_ Director: \_\_\_\_\_ Best time to call: \_\_\_\_\_ Date: \_\_\_\_\_

Phone: Home (\_\_\_\_\_) \_\_\_\_\_ Work (\_\_\_\_\_) \_\_\_\_\_ Email: \_\_\_\_\_

My Seminar Goals: \_\_\_\_\_

I want to become a Red Jacket with 3 active team members and 4% commissions by: \_\_\_\_\_

I want to become a Team Leader with 5 active team members and 9-13% commissions + bonuses by: \_\_\_\_\_

I want to be driving my Car with 12 active team members and 9-13% commissions + bonuses by: \_\_\_\_\_

I want to become a Director with 13% commissions + \$500 – YOU get to decide it's endless bonuses by:

\_\_\_\_\_

## Wholesale Goals:

1<sup>st</sup> Qtr. Goal \_\_\_\_\_ 2<sup>nd</sup> Qtr. Goal \_\_\_\_\_ 3<sup>rd</sup> Qtr. Goal \_\_\_\_\_ 4<sup>th</sup> Qtr. Goal \_\_\_\_\_

## Weekly Goals:

New Leads \_\_\_\_\_ Interviews \_\_\_\_\_ Booking \_\_\_\_\_ Classes Held \_\_\_\_\_

Retail Sales \_\_\_\_\_ Guests Invited to Meeting \_\_\_\_\_ Service & Class Follow-up Calls \_\_\_\_\_

Why do you want your Seminar and team building goals?

\_\_\_\_\_  
\_\_\_\_\_

What do you feel good about, what skills do you know you have to accomplish this?

\_\_\_\_\_  
\_\_\_\_\_

What's missing, what do you need?

\_\_\_\_\_  
\_\_\_\_\_

What excites you most about this goal?

\_\_\_\_\_  
\_\_\_\_\_

What are you most afraid of?

\_\_\_\_\_  
\_\_\_\_\_

How can I best support you in this goal, what do you need from me?

\_\_\_\_\_  
\_\_\_\_\_

I give my Director permission to keep me accountable to these goals knowing that if at anytime I decide to change my goals I'm free to let my Director know. Signed: \_\_\_\_\_ Date: \_\_\_\_\_

\_\_\_\_\_

You may or may not be interested in building your team and building to Red Jacket, Team Leader, Future Director or Director. However, even if you're not interested, you won't want to cheat anyone else out of the opportunity. Therefore, it is your responsibility to share this opportunity with at least two people at each class (the hostess and one guest).



Average Class Sales of \$200	
1.	\$200 + 2 Interviews
2.	\$200 + 2 Interviews
3.	\$200 + 2 Interviews
4.	\$200 + 2 Interviews
5.	\$200 + 2 Interviews
6.	\$200 + 2 Interviews
7.	\$200 + 2 Interviews
8.	\$200 + 2 Interviews
9.	\$200 + 2 Interviews
10.	\$200 + 2 Interviews
11.	\$200 + 2 Interviews
12.	\$200 + 2 Interviews
13.	\$200 + 2 Interviews
14.	\$200 + 2 Interviews
15.	\$200 + 2 Interviews
16.	<u>\$200 + 2 Interviews</u>
	\$3,200 in Retail Sales
	First Team Member
	Second Team Member
	Third Team Member = Red Jacket
	Fourth Team Member = Bonus
	Fifth Team Member = Team Leader 9-13%
	Sixth Team Member
	Seventh Team Member
	Eight Team Member = Future Director

- You are 3 classes of working full circle from you next new team member.
- You are 6 classes of working full circle from you next new team member.
- You are 10 classes of working full circle from you next new team member.
- You are 16 classes of working full circle from you next new team member.