

Understanding Your “Why” and Determining Your Motivation

Understand What You Want and Set Your Goals

Knowing what you want, when you want it and how you are going to get it can make all the difference in your business. So make sure to take the time to fill out this section

Think about...	Description	Fill in Your Goal
Why?	<p>Why are doing this business? If your why is greater than your discomfort, you will succeed. Your “why” is your motivation for accomplishment. Determining your why is crucial in your business, so please take time to understand what motivates you. Is it freedom: the ability to determine your own hours, have more time for family and friends, to define your own income, or to fire your boss?</p> <p>Is your “why” the need for being recognized for accomplishment, having a purpose, making a difference or having a vehicle for personal development?</p> <p>Make your “why” as specific as possible and share it with your sponsor.</p>	
What?	<p>When you accomplish your why, what will this give you? Once again, be specific. What do you want your income to be? What will your life look like? Will you earn enough to quit your job, earn the Mercedes, or make enough to send your kids to college? Determine your immediate financial goals and your 5-year financial goals. This will help your sponsor work with you on a plan of action.</p>	

When?	We are all busy 24 hours a day, so it is important to create a schedule. It is easy to say that you're going to build an Arbonne business, but unless you set aside the time to do it, your dream can escape you. In your Arbonne Consultant Calendar, mark off the time you plan to work.	
Where?	Where will you be working? Make sure you carve space out, like a desk in a spare bedroom, so that you have a place to work your business. Having your work accessible and ready to go will make the time you've set aside more productive.	
Who?	Who would you love to talk to everyday? If you were investing \$250,000 in your business, who would you hire and put on salary? Write down 5 people that meet these criteria and promise yourself that you will contact these individuals within the next 48 hours. There is much to be said for initial enthusiasm and excitement. The business is much easier to build when you start off with some beginning momentum. Don't try to explain the business on the phone or make a presentation ---let your sponsor or upline guide you here.	
How?	Now that you know the why, what, where, when, and who, you should have a new perspective on this last column --- How? There's no need to fill in this column because that's what the workbook and your successline are going to show you!	