

# VISIONEERING

**The Art of  
GOAL SETTING**  
For Real Estate Investors  
Aim –Ready- Fire  
By Tamera Aragon

The key to your Success in Life and business is:

Dream \_\_\_\_\_, Set \_\_\_\_\_ Take \_\_\_\_\_

## **Statistics**

\_\_\_\_\_ % never make goals

\_\_\_\_\_ % Achieve goals set at New Year

\_\_\_\_\_ % End up failing on their New Year Goals

\_\_\_\_\_ % Quit after first week

## **Tamera's Story – Takeaways:**

# **10 STEPS TO GAIN MAXIMUM IMPACT GOAL SETTING**

**1. STRETCH YOURSELF**

**2. FOCUS**

**3. OVERCOME YOUR EXCUSES**

**4. NO MORE SHOULDA COULDA WOULD**

**5. WRITE DOWN YOUR GOALS**

**6. KNOW YOUR WHY**

**7. VISUALIZE YOUR OUTCOME**

**8. SET REALISTIC DEADLINES**

**9. WORDS MATTER**

**10. BE SYSTEMATIC**

## **WORKSHOP**

- **101 GOALS**
- **Creating SMART Goals for Real Estate Investors**
- **Closing Exercise**

# IF YOU WANT A THING BAD ENOUGH...-LES BROWN

If you want a thing bad enough to go out and fight  
for it, to work day and night for it,  
... to give up your time, your peace and sleep for it...  
.. if all that you dream and scheme is about it,  
...and life seems useless and worthless without it.  
.. if you gladly sweat for it and fret for it and plan  
for it and lose all your terror of the opposition for it.  
...if you simply go after that thing that you want with  
all your capacity, strength and sagacity, faith hope and  
confidence and stern pertinacity  
...if neither cold, poverty, famine, nor gout, sickness nor pain, of body  
and brain, can keep you away from the thing that you want  
...if dogged and grim you beseech and beset it,  
...with the help of God  
...YOU WILL GET IT! – Les Brown

