



"Goals are dreams in writing."

Brian Tracy

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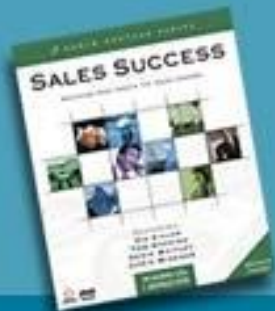
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"The Power of Goals"

We always hear the importance of setting goals. At Teneo, we've been experiencing the "Power of Goals" What is the difference?

The difference is identifying and visualizing, where you would like to be in 1 year, 3 years, or 5 years and then developing goals and tasks to lead you to your journey of choice. You have to have a plan or road map to know if you are going in the right direction!

Are you the type of person who enjoys creating to do lists and feeling that sense of accomplishment when you've completed a task and can check it off? As an over achiever, my lists were becoming longer and longer with the addition of children, demanding clients & colleagues, community activities, household tasks (well you get the picture), the list is never ending.

I truly believe in developing goals with a vision in mind. Who is the person you would like to be in 3 years? What type of business do you want to have? Who are the types of clients you want to do business with? Ask yourself these key questions and it will help you to create a picture to develop your goal plan. Once you become clear on your goals, it's amazing at how magical moments begin to happen with gravitation towards achieving your goals. In addition, it is easier to prioritize your goals and tasks because you choose the goals that will lead you to your vision.

At Teneo, we set some very lofty sales goals for 2006. One of our goals was to acquire an International client this year. We were pounding the pavement to achieve our monthly sales goals – but it was not on our radar in our first quarter to work towards landing the international client. Magically, we sealed the deal with an international client as a result of one of our marketing efforts. Now, if achieving our monthly sales goals was that easy!

Enjoy a great summer!

Lisa Leitch

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"Teneo's energetic, credible and results focused approach is leading our marketing & sales teams to achieve our company vision."

Merrick Falkenstein
CEO, ESP Promotions