

ON TARGET TO MASTERY™

Goal Plan

Being On-Purpose

Being On-Purpose is a continuous, lifelong process. Gaining a vivid understanding of yourself and your possibilities, defining the standard of success that is right for you, and learning to successfully manage hurdles are all part of being on-purpose.

You build energy and momentum when you are on-purpose and living your passion. That energy is the holding power that sustains you through the thick and thin of your business and your life—it is the power that will propel you to achieve your goals sooner. Awakening to your purpose transforms you. Your world will never be the same.



Target Area
Personal and Professional Development

This target area, Personal and Professional Development, was designed to help you raise your self-esteem, self-confidence, and self-worth. It's designed to help you glow—from the inside out.

Did you know that the average American spends more than \$600 per year on niceties for the outside of their head—shampoos, cosmetics, hats, etc.—it all adds up to quite an expense. Ask that same person to invest a couple hundred dollars on the inside of their head for books, tapes, and seminars—and suddenly, they don't think their head is worth it! People believe that by spending enough money on their outer appearance, they will feel good about themselves on the inside. Although a minuscule change may occur, it's an 'inside job' to develop a magnetic and powerful presence. Invest time, money and effort on you for the inner—the outer will naturally glow.

Goal Category
Being On-Purpose

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Through the exercises in this Goal Plan, you will learn how to define your purpose and align your business and goals with that purpose.

Your Goal
Complete 30 Sessions

Your objective is to complete thirty (30) 15 to 30-minute study guide sessions, based on the book *The On-Purpose Person* by Kevin W. McCarthy, by the end of The Six-Week Action Course™. Enter the following goal into your Goal Plan Worksheet in your Action Course workbook:

My Six-Week Goals		
Goal Category	Goal	Actual Result
Being On-Purpose	30 Sessions	

*Awakening to
 your purpose
 transforms you.
 Your world will
 never be the
 same.*





Remember, the quality of your results from this program are in direct proportion to the quality of your focus and attention.

Measuring Your Goal

To achieve 100% for this Goal Plan, complete all 30 sessions. Each session is worth 3.33% ($100\% \div 30 = 3.33\%$). Each week at your team session, enter the total of percentages earned onto your Scratch-Pad Worksheet for “Achieved to date.”

How to Achieve This Goal

The author, Kevin McCarthy, recommends that you read *The On-Purpose Person* cover to cover before you embark on the guided journey (using *The Companion* study guide) to discover your purpose. Once you have read *The On-Purpose Person*, complete the projects in this Goal Plan. The projects are the exercises in *The Companion*. We have rearranged the schedule to keep in step with your Six-Week Action Course. Complete *The Companion* sessions as follows:

- Week 1 - Read *The On-Purpose Person*
Listen to *Being An On-Purpose Person* audio tape
Sessions 1-5
- Week 2 - Sessions 6-13
- Week 3 - Sessions 14-16
- Week 4 - Sessions 17-20
- Week 5 - Sessions 21-26
- Week 6 - Sessions 27-30

*If possible, have at least one other teammate in your Six-Week Action Course class on this Goal Plan. You will need a calling companion(s) to support you through this course. The ideal calling companion is someone who is on your same six-week schedule and understands what you are seeking to accomplish. The second best option is to have someone who has already read *The On-Purpose Person* or has completed *The Companion* program.*

We recommend that you read the book, listen to the audio tape and complete the projects and To-Do's at a time when you can focus—you have no distractions and can take notes. Remember, the quality of your results from this program are in direct proportion to the quality of your focus and attention.

Resource Materials

Enclosed as part of this Goal Plan are the following resources:

***The On-Purpose Person*, *The Companion* study guide, and *Being An On-Purpose Person* audio tape by Kevin W. McCarthy**

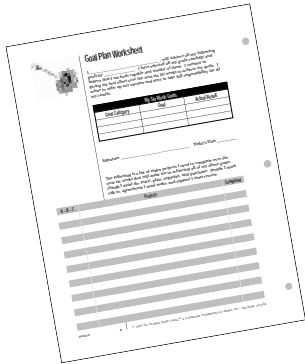
PROJECTS

List all major projects designed to support your goal—what you must do, learn, organize and purchase, people you must talk to, agreements you must make, and support you must receive.

The following is a list of recommended projects that will fulfill the requirements for you to achieve 100% of your goal for this Goal Plan. But remember, this is **your** Goal Plan. Use your imagination and ask for help from your teammates to brainstorm, select, and prioritize bonus projects to do *in addition to* your 100% projects. Any additions should: complement the projects listed; satisfy the objectives for this Goal Plan; and contribute to your learning the ideas to a greater degree—which

would proportionately add greater results for you! Transfer your list of projects to your Goal Plan Worksheet in your Action Course workbook.

- Read *The On-Purpose Person*
- Listen to the *Being An On-Purpose Person* audio tape
- Begin an “On-Purpose” file
- Complete Session 1
- Complete Session 2
- ..., etc. (up to Session 30)
- Select a calling companion
- Create Want List
- Run tournaments on various areas of your business and life



Transfer your list of projects to the Goal Plan Worksheet in your Action Course workbook.

TO-DO's

You must complete a number of smaller steps or To-Do's relating to projects in this Goal Plan—projects you have recorded on your Goal Plan Worksheet. You are responsible for identifying and listing your To-Do's WEEKLY. Only you can decide what must be done to complete your projects. Review your projects regularly to check your overall progress and to determine your To-Do's for the week.

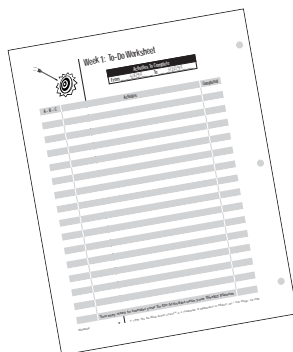
List the activities on your weekly To-Do Worksheets and cross them off when you complete them. Any To-Do's not completed must be added to your next week's To-Do list. Your To-Do's might include:

- Schedule time on my calendar to concentrate on my projects
- Purchase/gather supplies to create an “On-Purpose” file
- Read pages ___ to ___ of *The On-Purpose Person*
- Read Session ___ and complete the exercise(s)
- Complete tournament on Finances
- Complete tournament on _____ (each area)
- Create 3 x 5 note card ads

(Individual exercises can be listed as To-Do's)

List project activities on the To-Do Worksheet in your Action Course workbook.

Any To-Do's not completed must be added to your next week's To-Do list.



*The Companion is
“your companion
for life”—make
an annual
appointment with
it. It's a powerful
means to reflect
upon and
incorporate new
experiences,
challenges, and
growth from the
previous year.*





*If you really
want to learn
something—
teach it to your
teammates!*

Other Suggested Resources

The following are available from MIM, Inc. at 1-800-388-1738:

The On-Purpose Business by Kevin W. McCarthy to “identify the purpose of your enterprise, giving it meaning and divine guidance” (*quote taken from John Kalench’s endorsement in the book*); and other “On-Purpose” publications, tools and accessories

Being The Best You Can Be In MLM by John Kalench (Read and complete exercises in Chapter One: Your Goals and Purpose.)

Success Guide™ catalogue pamphlet of MIM, Inc.’s training and support systems, including seminars and workshops

OPTIONAL:

How to Use This Goal Plan As a Topic For Your Team’s Training Agenda

Your team will gain great benefit when you present *Being On-Purpose* as part of the training agenda. For your session, we suggest any of the following:

- Conduct a 20 to 30-minute overview about the importance of Purpose and the differences between Purpose, Vision, Mission and Goals.
- Have each teammate evaluate his/her life in the eight life accounts on Page 10 of *The Companion*. Then discuss how *Being On-Purpose* will elevate their ratings in all accounts.
- Teach your teammates how to run tournaments to help in making decisions and choices in their business/life.
- Play an appropriate section of the audio tape, then lead a discussion.

CLOSING

When you have completed all the steps in this Goal Plan, you will have discovered your purpose—and more! You will have learned how to develop your purpose, vision, mission and values statements and how to stay focused on them. You will more easily prioritize your goals and make choices and decisions that are in alignment with these newly-established ideals. Your life and business will blossom and thrive on the energy and passion you will have discovered from this process.

By providing you with proven techniques, training and support systems, we at MIM, Inc. support you in your endeavors. We sincerely wish you the best as you reach for and achieve your goals and dreams through the network marketing industry.

We look forward to receiving your Evaluation Form from the back of your workbook, including your success story relating directly to this Goal Plan.

Feel free to call us at 1-800-388-1748 for your continuing education and support.