

# A Goal in Mind

Set proper goals for yourself and adhere to them, and you will be on target.

Presented by J.W. Owens



A Perspective 101 Series



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- “Before you can score,” a Greek proverb goes, “you must first have a goal.”

This is true in life – it is doubly true in selling.

Set proper goals for yourself and adhere to them, and your sights will be set. You will be on target.

Lacking goals, the natural tendency is to flounder. Are you a disciplined goal setter or a flounder?

**Take the following quiz to find out.**

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You will be on target.

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Are you a disciplined goal setter or a flounder?

**Answer: Yes or No**

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1. Do you set goals with the help of your boss?

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2. No matter how busy you are...

Do you always make time to set goals?

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3. Do you periodically review your goals and adjust them if necessary?

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4. Do you set goals  
realistically high –  
then boost them a bit?

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5. In achieving a goal, do you keep the next goal in mind?



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6. Do you seek help  
when you have trouble  
reaching a goal?

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7. Do you continuously match your performance against your goals?

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8. In setting goals do you try to be as specific as possible?

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9. Too much of anything can be self-defeating. Do you take care not to let goal setting stand in the way of goal achievement?

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How Do You Stand?

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**Expert goal setter – 8 or 9 YES answers.**

**Fair to good – 6 or 7 YES answers.**

**Mediocre to unmentionable – 5 or less YES answers.**

# A Goal in Mind

This is a series of Training for your  
Management, Sales & Office TEAM

## Good Selling !



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