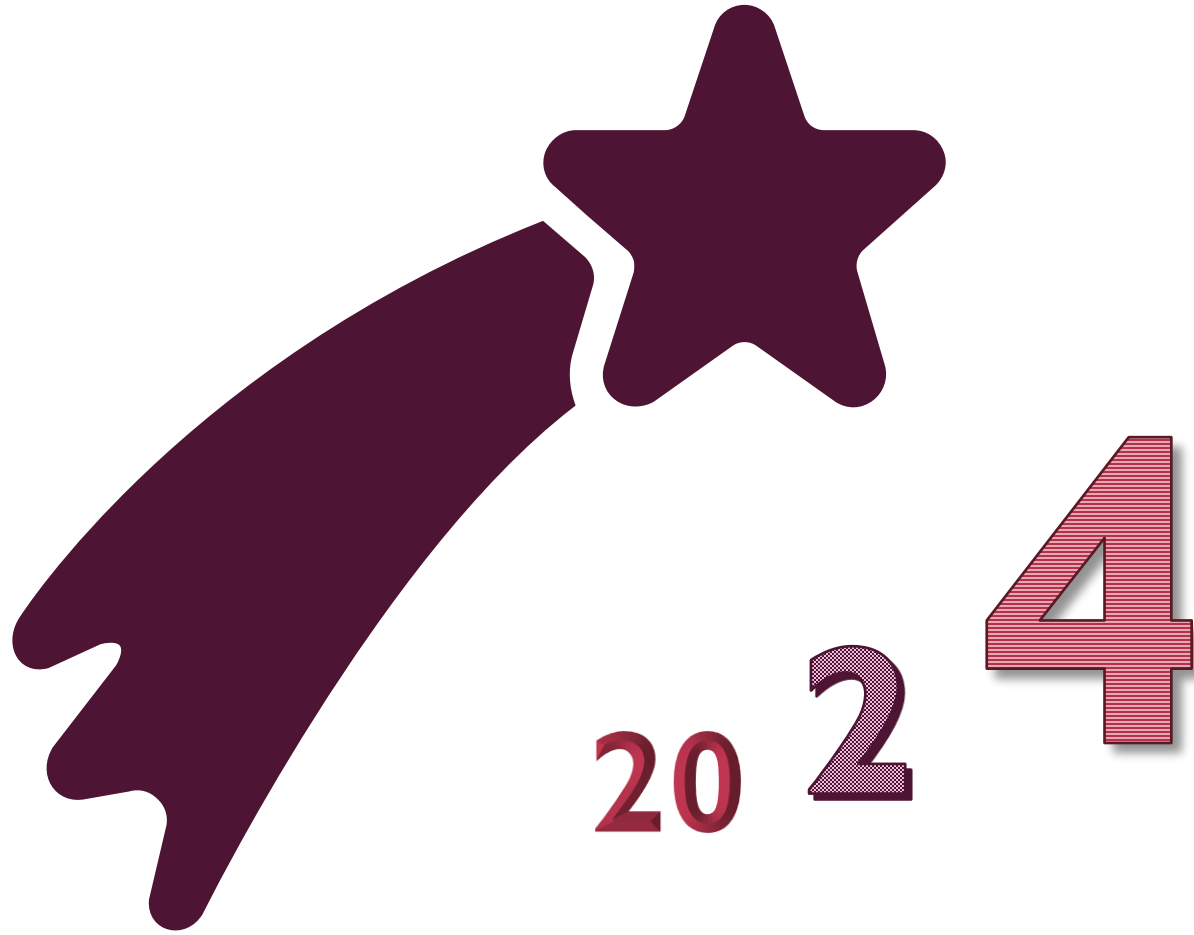




# GOAL SETTING 2024

M.A. Baloyi



WELCOME  
TO THE YEAR  
OF DOUBLE

# It's Wasn't Very Good (Tom Big Al Shreiter)

- When I started network marketing, I wasn't very good. That is code for, "I was awful. I earned zero."
- You might be thinking, "You got what you deserved. You got paid zero because you got zero results."

# Its Wasn't Very Good

- I once listened to Jim Rohn talking about how he started, and he would say, *“I went up stage and my mind sat down. I was so nervous.” but I did it again and I Did it again. Today the call me the famous man.”*
- Eric Worre also mentioned something about listening to his first talk . *“it was as if I was listening to somebody else. It was so awful to say the least. But I practiced until I came right.”*

# Its Wasn't Very Good

- Now, technically it wasn't my fault. I didn't learn network marketing in school, and my job did not teach me network marketing skills. So of course, my work produced continuous rejection and defeat.
- My choices at that point?
  1. Quit
  2. Just be an inactive statistic
  3. Take responsibility and learn new skills

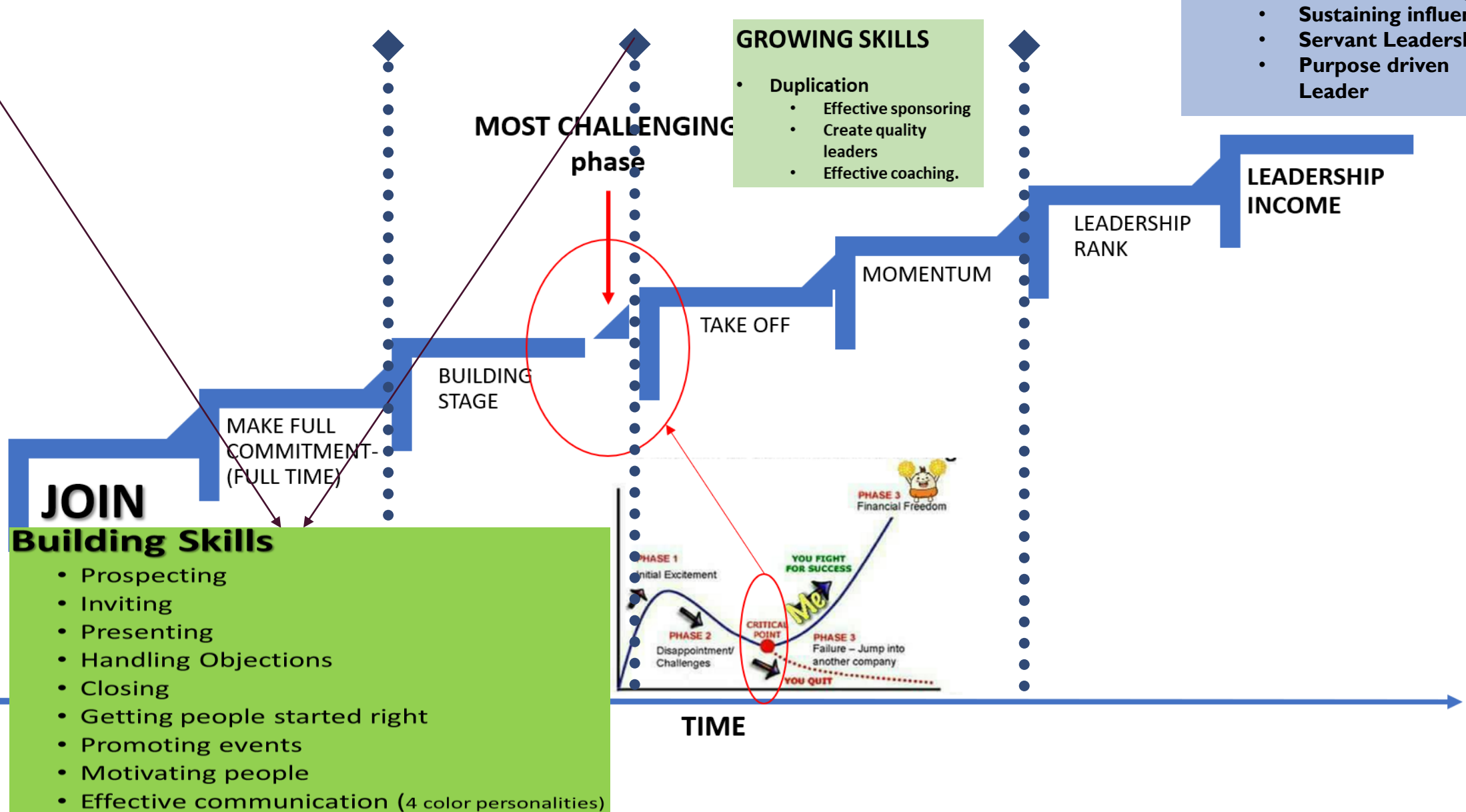
# Its Wasn't Very Good

- Today, we have great network marketing skills anyone can learn. So give your inactive team members the three choices above.
- Yes, they can stay as an inactive statistic, but at least let them know they could learn the missing skills to make their business dreams come true.

## CREATING TIDAL WAVE OF SUCCESS

### KEEPING SKILLS

- **SUSTAINING**
  - Financial Literacy
  - Sustaining influence
  - Servant Leadership
  - Purpose driven Leader





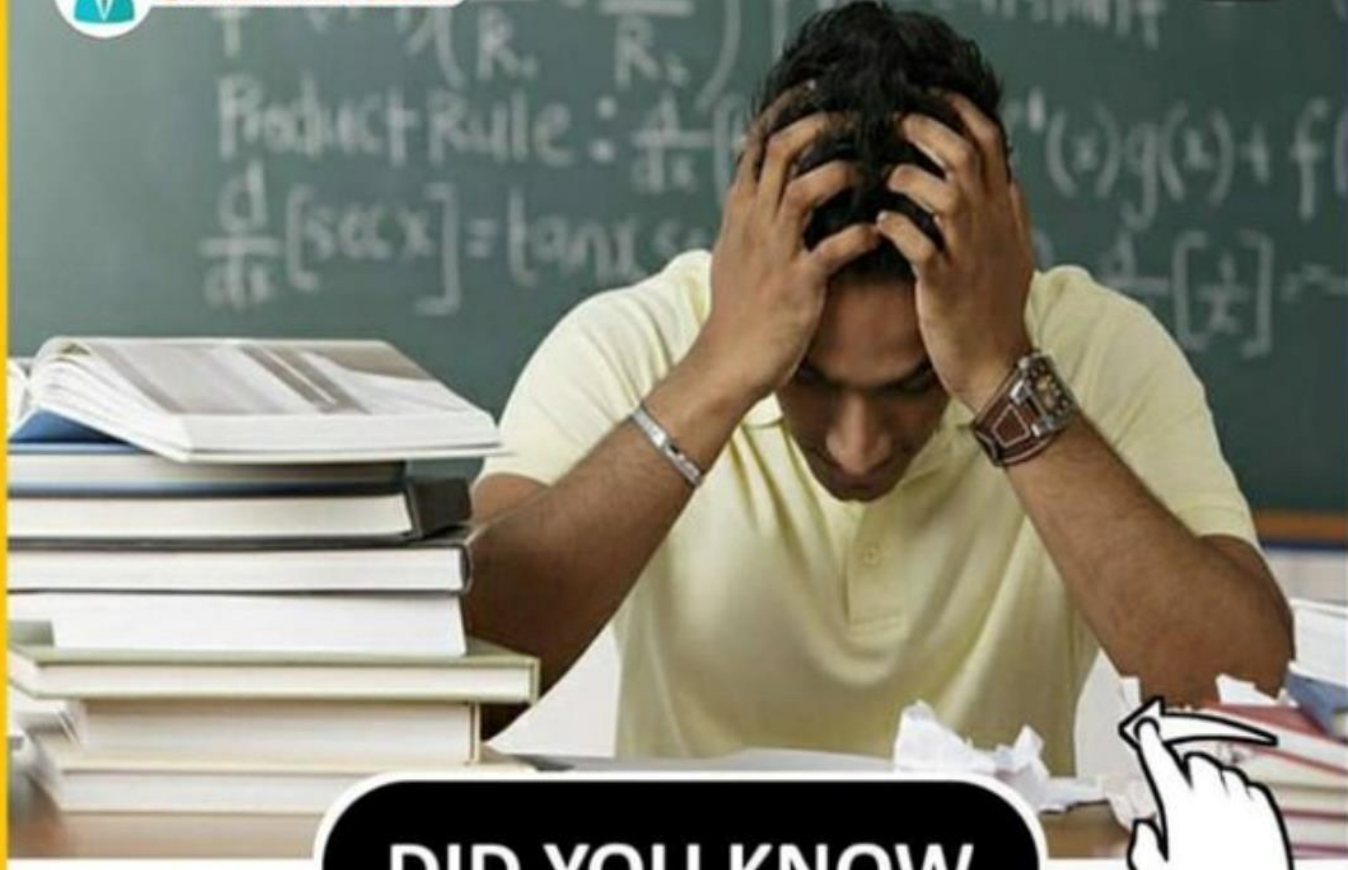
# WHY DO WE SET GOALS?

- To give us a sense of direction.
- To help us find out what we are capable of doing.
- To make a paradigm shift and do something I can do with this one life.



# WHERE WERE YOU 5 OR 10 YRS AGO?

- Where are you now in terms of your goals?
- What has changed your course to fulfilment?
- Each year seemed to move faster and faster as you grow older.



DID YOU KNOW

To realize the value of ONE YEAR

Ask a **student** who **failed** a  
**grade.**



**DID YOU KNOW**

To realize the value of ONE MONTH

Ask a **Employee**, who **still haven't**  
**received** his **last month Salary** yet



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PLEASE TAKE YOUR PEN AND PAPER AND  
WRITE...

- What **5** things have you accomplished that **You** are proud of?
- What do **You Want** in the next 5 or 10 years? If everything fell into place.
  - List one under the other...
- Next to each goal write a number, 1, 3, 5, etc. number represent a year.
  - According to how long you think it will take you to achieve that.
- List how many 1's or 2's or 3's you have.

# PRIORITISING

**While making your list,...**

- What turned you ON?



# PRIORITISING

## **While making your list,...**

- What turned you ON?
- What turned you OFF?
- What will keep your goals Alive this time?
  - Teach this to our teams / downlines.





# SPECIFIC

VERSUS

# GENERAL

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## GOAL SETTING



I want to make lots of money.

I want to lose weight this year.

I want to improve my social media skills.



I want to earn \$1000 per month over current income.

I want to lose 25 pounds in the next 6 months.

I want to improve my Facebook marketing skills and increase my fan page like by 2000 in the next 3 months.

Molomo o tshela  
noka e tletse!!!



# GOAL SETTING

*in network marketing*

# PRIORITISING

- List top 4 for 1<sup>st</sup> year.
- Under each of the **TOP 4** write a paragraph as to **WHY** is it your major one for the 1<sup>st</sup> year.
  - This is where you talk to yourself **INTO IT** or **OUT OF IT**.
  - When the WHY get stronger the HOW becomes easier.
  - Purpose is stronger than object (**for what**)
  - Major value to have that goal.
- Major value is the person you become to achieving the goal!





**MASSIVE ACTION = SUCCESS**



# FLIGHT TO FREEDOM

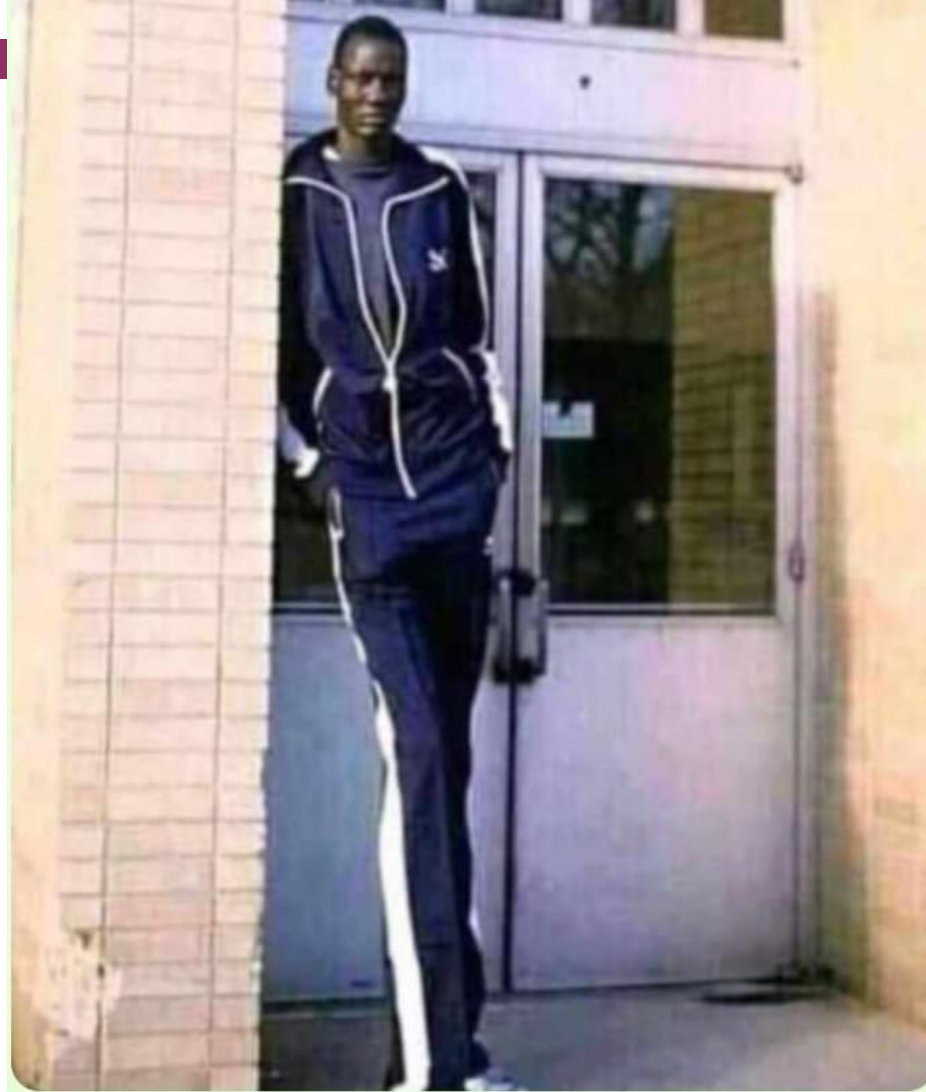
**The secret of  
happiness  
is freedom.  
The secret of freedom  
is courage.**  
~ Thucydides

Money cannot buy happiness.  
But money can buy time,  
And time can buy freedom,  
And freedom can give you  
happiness.

- Brian Tracy

**With AplGO, FRIDAY is Payday!**

**But everyday can be PAYDAY  
IF you take Action!!**



To many, this is how January looks like. Patiently waiting for them who are scared. 🤔🤔

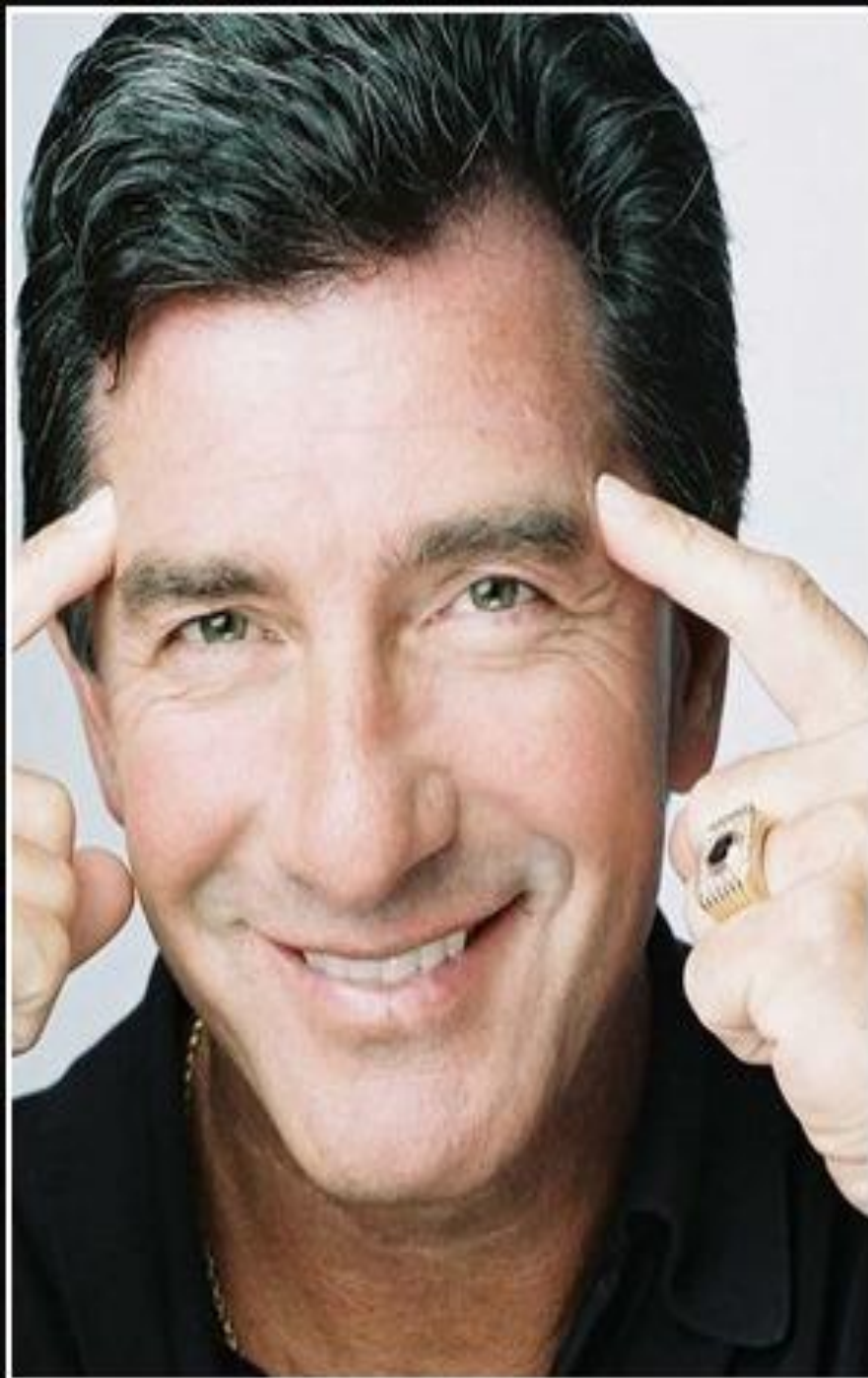


# FREEDOM

What does  
freedom  
mean to  
you?







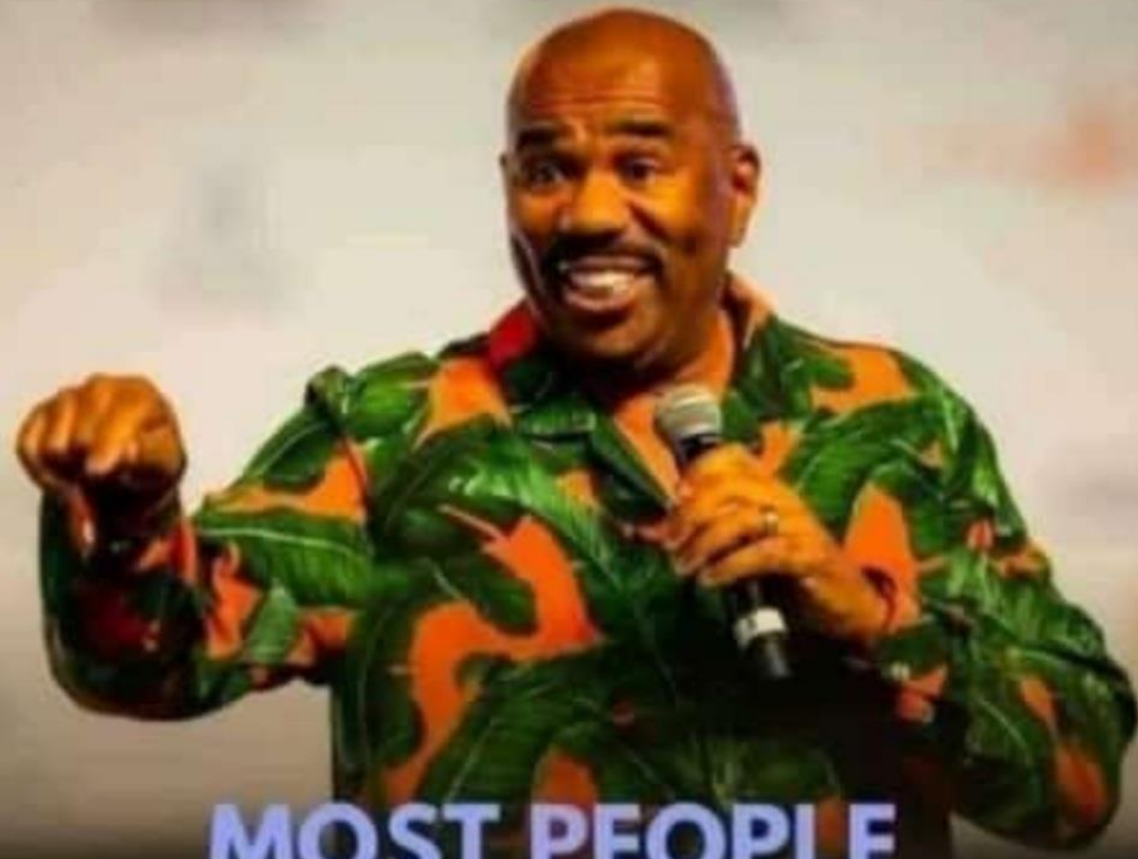
My definition of financial freedom is  
simple: it is the ability to live the  
**lifestyle** you desire without having  
to work or rely on anyone else for  
**money** .

— T. Harv Eker —

AZ QUOTES



***A Warning From Steve Harvey About Success And Freedom.***

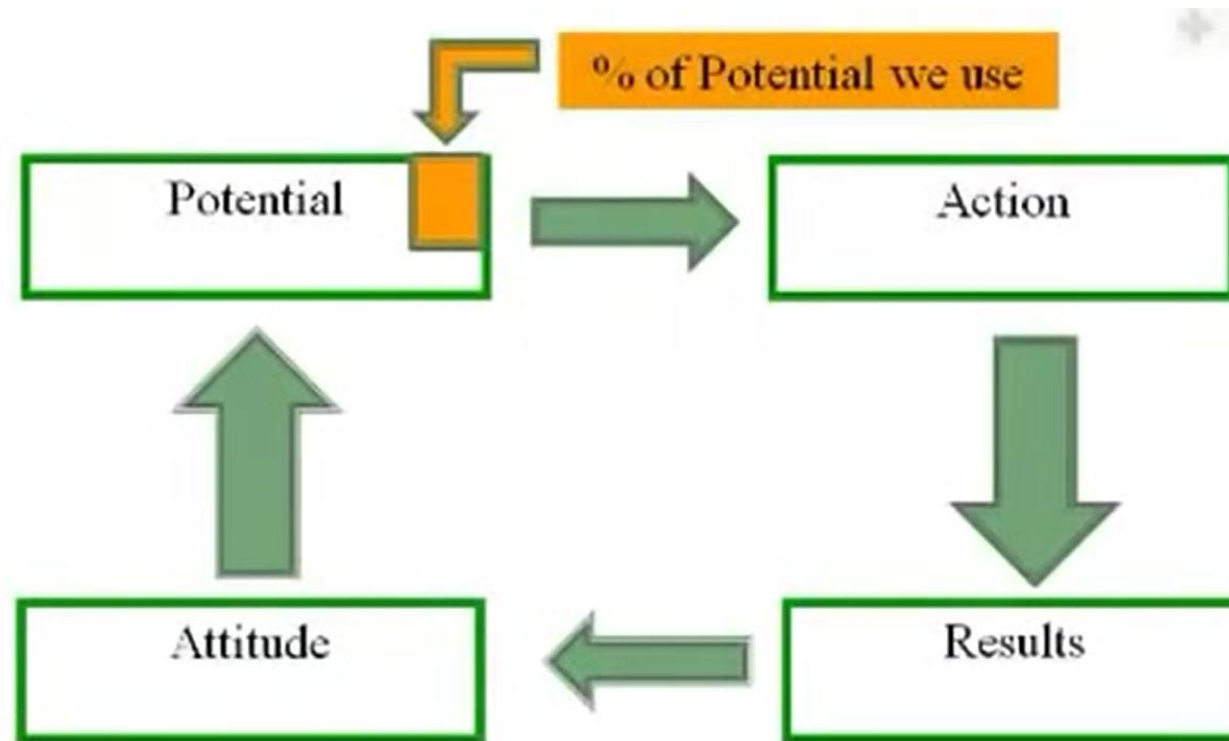


**MOST PEOPLE**

will be in the same  
exact place next year as  
they are today.

**DON'T BE MOST PEOPLE.**

# WHAT KIND OF PERSON MUST YOU BECOME TO ACHIEVE YOUR GOAL?





# THE FREEDOM FORMULA

$$M + A + S + A = F$$

- ✓ THE RIGHT MINDSET
- ✓ THE RIGHT ATTITUDE
- ✓ THE RIGHT SKILLSET
- ✓ THE RIGHT ACTION

=

**FREEDOM**

# WE ARE EFFECTED BY 5 THINGS

1. Environment
2. Events
3. Knowledge
4. Results
5. Dreams

This is the only way you can be sure your business will give you the rewards you desire.

# THE 3 STAGES OF GOAL CREATION

- **Fantasy.** Imagining all in your head (what do you want if money / time / effort, was not the issue)
- **Theory** (Thinking more about it. Can you do it? There is no limit to human potential. So, am I willing?)
- **Fact** (When you say **YES**. .... you turn **YOUR** theory into a **GOAL**)
  - Internalise you goal. Add emotions to it.
    - Can you see it now? Can you believe in it now?

- 
- If you aim at nothing, that's all you'll hit – **NOTHING.**

“Don't set your goals too low. If you don't need much, you won't become much!”  
- **Jim Rohn**

**With Decisions Accept Pain NOT The Guilt**




# THINK ABOUT ALL THOSE PEOPLE YOU ADMIRE

- Were they born with what they know?
- Were they born with all they have?

## 2 WORDS TO LEARN

- **Behold** - positive
- **Beware** – of what you become in pursuit of your goals
  - We become obsessed and lose friends and trample on others for our selfish needs, or compromise your value
  - (Judas got the money, but was unhappy with himself after getting it. Not unhappy with the money)

- 
- Best contribution is personal development first.
  - WHAT DO YOU HATE ABOUT YOU!
  - Grades Of MLM.

# THE GRADES OF NETWORK MARKETING

There are some people who are bad at network marketing and some people who are elite and there are levels in between. If we were in school, the difference would be an **A** student and an **F** student. Here are the grades of network marketers:



# THE F STUDENT

- ☐ Is very unprofessional
- ☐ Doesn't get trained
- ☐ Doesn't go to events
- ☐ Lies about income and makes false product claims
- ☐ Uses spam as their prospecting method
- ☐ Has a very low, sporadic productivity level
- ☐ They know very little about the industry itself
- ☐ Only care about making money and not about making people's lives better
- ☐ They don't end up having any success

And it's also worth noting that they are the ones that give Network Marketing a bad name and typically end upon something like 60 Minutes, playing the victim because they “**Failed**”.

# THE D STUDENT

- ☐ Is also unprofessional
- ☐ Their productivity level is generally low
- ☐ They have a low training interest and complain about going through the training
- ☐ They lack certainty in the industry, their company and their products
- ☐ They harm personal relationships because they are AWKWARD.

They can make, at a generous estimate, up to about MAYBE R100,000 in their entire career.

# THE C STUDENT

- ☐ Is usually professional
- ☐ Has a moderate level of production
- ☐ Has a good general understanding of the industry, their products and their company
- ☐ They get trained but usually don't train their downline well enough to get duplication
- ☐ They have good relationships with people

**They can earn up to about R750,000 a year.**

# THE **B** STUDENT

- ☐ Is very professional
- ☐ Is recognized as a leader
- ☐ Has a high level of production
- ☐ Has a high level of knowledge
- ☐ They train their teams and ensure duplication
- ☐ They build and cultivate relationships with people

**They usually earn about R2,500,000 a year.**

# THE **A** STUDENTS ARE THE ELITE:

- ☐ Highly professional in every aspect
- ☐ A very high consistent activity level
- ☐ Highly knowledgeable about the industry, company and products
- ☐ Serves their teams at the highest levels
- ☐ Obsessed with training
- ☐ They have outstanding relationships with people

**They are the ones who earn millions of dollars in network marketing.**

Does your

**WHY**

make you cry?



**TIME TO ACT!**

# POOR

# &

# RICH RATIO

- 95% Entertainment,
- 5% self development.

- 95% Self development.
- 5% Entertainment.

POLL:

How much **personal development** training/day?

1. Rounding error zero
2. Less than 20min
3. 20-60min
4. 1hour+

Average person =  
**8 hours+**/day  
on **entertainment**  
don't do that.

## E / E Ratio



95%



5%

SUCCESS



# PROTECT



SUCCESS

- Avoid dream stealers.
- Don't entertain negative news
- Keep doing good even if you don't get rewarded for it.  
Giving, loving. Disciplined.
- Do self improvement courses

- Do self improvement courses
- Keep doing good even if you don't get rewarded for it.  
Giving, loving. Disciplined.
- Listen to Audio / CD on motivation or Learning



# 90 DAY PLAN

## 5 STEP PROCESS

**STUDY** - focus on skill

**EXTRACT** - 3 best ideas

**ACT** - implement 1 now

**MEASURE** - track improvement

**IMPROVE** - review, adjust, again

SUCCESS


# R3000 KIT

## POTENTIAL TOTAL INCOME IN 1 YEAR THROUGH APL GO Comp. Plan.

WEEK	SPONSOR	NEW DISTRIBUTOR	TOTAL DITRIBUTORS	START BONUS	GROUP BONUS	MATCHING GRP BONUS	UNILEVEL	TOTAL WKLY INCOME	CUMMULATIVE	RANK ADVANCEMENT
1	YOU	5	5	R1 500	R450	R0	R0	R1 950	R1 950	ASSOCIATE
2	5	25	30	R0	R2 250	R360	R0	R2 610	R4 560	SM
3	25	125	150	R0	R11 250	R900	R0	R12 150	R16 710	DIRECTOR
4	125	625	750	R0	R56 250	R4 500	R0	R60 750	R77 460	CORP DIRECTOR

# POTENTIAL TOTAL INCOME IN 1 YEAR THROUGH APL GO Comp. Plan.

WEEK	SPONSOR	NEW DISTRIBUTOR	TOTAL DITRIBUTORS	START BONUS	GROUP BONUS	MATCHING GRP BONUS	UNILEVEL	TOTAL WKLY INCOME	CUMMULATIVE	RANK ADVANCEMENT		
1	YOU	5	5	R1 500	R450	R0	R0	R1 950	R1 950	ASSOCIATE		
2	5	25	30	R0	R2 250	R360	R0	R2 610	R4 560	SM		
3	25	125	150	R0	R11 250	R900	R0	R12 150	R16 710	DIRECTOR		
4	125	625	750	R0	R56 250	R4 500	R0	R60 750	R77 460	CORP DIRECTOR	MONTH 1	
5	625	3125	3750	R0	R562 500	R11 250	R23 400	R597 150	R674 610	Man Director	UPGRADE TO DIAMON	
6	3125	15625	18750	R0	R2 812 500	R90 000	R0	R2 902 500	R3 577 110	Man Director		
7	15625	78125	93750	R0	R14 062 500	R562 500	R0	R14 625 000	R18 202 110	Man Director		
8	78125	390625	468750	R0	R70 312 500	R1 687 500	R0	R72 000 000	R90 202 110	Man Director	MONTH2	
9	390625	1953125	2343750	R0	R351 562 500	R8 437 500	R2 906 250	R362 906 250	R453 108 360	Premier Director		
10	1953125	9765625	11718750	R0	R1 757 812 500	R42 187 500		R1 800 000 000	R2 253 108 360	Premier Director		
11	9765625	48828125	58593750	R0	R8 789 062 500	R210 937 500		R9 000 000 000	R11 253 108 360	Premier Director		
12	48828125	244140625	292968750	R0	R43 945 312 500	R1 054 687 500	R2 925 000	R45 002 925 000	R56 256 033 360	Premier Director	MONTH 3	
TOTAL INCOME				R1 500	R54 931 570 200	R1 318 607 010	R5 854 650	#####				



Are you learning??

**Thank you. The end**