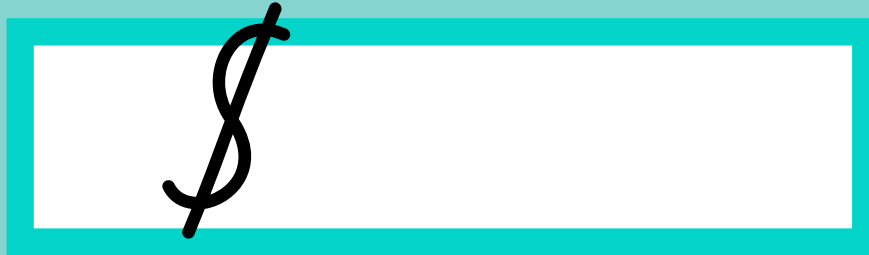


# Strategize and Plan for 2021

Write your income goal on every page of your calendar  
(you should have this from yesterday's exercise)



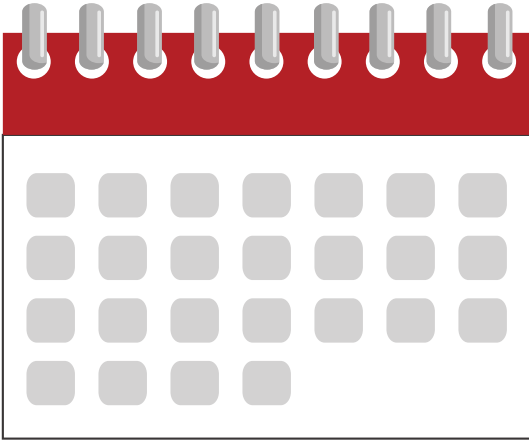
Write how you'll spend your time on every page of your calendar

Write down where you tend to get stuck and create an anchor to bring  
yourself back to your goals.

**ALWAYS ALWAYS ALWAYS** be asking yourself these questions:

By saying YES to this request, what will I have to say no to?

By saying NO to this request, what will it allow me to say yes to?



*Grab your calendar!*

**Start by writing in your self care and holiday time**

**\*\*\*these are non-negotiable\*\*\***

Are there days you don't want to work?

Add your regular duties (your life!)

Add known doTERRA promos

Add suspected doTERRA themes

Add your big projects and goals

*Go back to your goal list.*

**What did you want to create or accomplish in 2021. Break it down into quarters and then months and then days.**

Do you want to grow an email list?

Run a challenge?

Start or grow a Facebook group to grow your audience?

Learn another language?

Take a course?

Reach a doTERRA rank?

Reach a power of 3 level?

Start a blog?

Start a podcast?

Teach regular classes?

Run a series of masterclasses?

For your doTERRA goal, how many customers do you need to bring into your business to accomplish this?

*Work backwards*

divide everything into quarterly goals, then monthly, then weekly, then daily.

## Q1 - What is the big goal?

What needs to be put in place to accomplish this? What are the moving pieces?

What time will you devote to this?

What EXACTLY needs to be done to get this done? **Write it ALL down.**

# Q2 - What is the big goal?

What needs to be put in place to accomplish this? What are the moving pieces?

What time will you devote to this?

What EXACTLY needs to be done to get this done? **Write it ALL down.**

# Q3 - What is the big goal?

What needs to be put in place to accomplish this? What are the moving pieces?

What time will you devote to this?

What EXACTLY needs to be done to get this done? **Write it ALL down.**

# Q4 - What is the big goal?

What needs to be put in place to accomplish this? What are the moving pieces?

What time will you devote to this?

What EXACTLY needs to be done to get this done? **Write it ALL down.**

# Tips

Schedule time to regularly future journal your goals.

Talk about your goals within your circle, often.

Keep your goals where you can see them

Make your goal your password

# Remind yourself:

Who do you want to serve?

How will you inspire them?

This year, I promise me, \_\_\_\_\_, that I will \_\_\_\_\_

Choose a **Word of the Year** to bring you back to  
your goal.

Use it as a pattern interruptor as needed.

*Go get 'em tiger!*

