



GOAL PLANNER

31-Day Maximum Achievement System



MAXIMUM ACHIEVEMENT GOAL PLANNER

*“You can’t manage
what you can’t measure.”*

— Don Diamond

GOAL PLANNER

By Don Diamond | Founder & President
National Automotive Training Academy®

DON DIAMOND IDEAS TO LIVE BY

- 1. You can't manage what you can't measure. Track every number that matters to your success.
- 2. The dealership that trains consistently will always outperform the one that trains occasionally.
- 3. Your attitude, your activity, and your accountability determine your income — every single month.
- 4. A guest is not an interruption of your work. A guest IS your work.
- 5. The difference between a top producer and an average producer is one phone call, one follow-up, one more attempt.
- 6. Process creates performance. If you have no process, you have no profession — only a job.
- 7. Every objection is a question in disguise. Your job is to answer the question, not fight the objection.
- 8. You are in the people business. Cars are simply the product — relationships are the currency.
- 9. The customer who didn't buy today is your best opportunity tomorrow. Never burn a bridge.
- 10. Inspect what you expect. Leadership without accountability is just wishful thinking.
- 11. Your word track is your reputation. What you say and how you say it defines your career.
- 12. Urgency closes deals. Complacency loses them. There is no in-between.
- 13. The most expensive seat in any dealership is an empty desk. Recruiting is a daily discipline.
- 14. A trained team is a profitable team. Invest in your people before you need to replace them.
- 15. Every day you don't follow up, a competitor does. The fortune is always in the follow-through.

NATA® IDEAS TO LIVE BY

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____
- 7. _____
- 8. _____

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INTRODUCTION

Dear Achiever,

Congratulations. You've just made one of the most important decisions of your professional life — the decision to take your goals seriously.

With more than 37 years in the automotive industry, I have seen firsthand what separates the top producers from everyone else. It is not talent. It is not luck. It is not even the market. It is **clarity** — knowing exactly what you want, writing it down, measuring it daily, and refusing to stop until you get there.

That is the foundation of this planner. My philosophy is simple: *"You can't manage what you can't measure."* This workbook is built on that truth. Every page asks you to define, commit, measure, and act.

All of life is a matter of **habit**. The most successful professionals I have ever coached were not the most gifted — they were the most consistent. They planned. They tracked. They followed through. Day after day, without exception.

By completing this planner over the next 31 days, you will build the discipline, the focus, and the momentum that turns goals into results.

The dealership that trains wins. The professional who plans wins. **Now let's get to work.**

— Don Diamond

Founder & President, National Automotive Training Academy®

HOW TO USE YOUR GOAL PLANNER

The purpose of this goal planner is to enable you to decide exactly what you want in every area of your life, and then to help you achieve it.

A central theme of Maximum Achievement is that you can have anything you want, as long as you know what it is. **Clarity is essential.** People are failures at life, not because they lack ability or opportunity, but because they lack clarity about goals and means to accomplish them.

At the start of this planner, you are asked to think about your goals in several areas of your life. You will then be asked to set priorities on your goals and organize them in order of importance to you.

With your goals clearly before you, you are asked to select your most important goal — the one goal that, when you achieve it, will enable you to achieve many of your other goals as well.

In each case the question you ask yourself is: *"What do I really want? What are my real goals in life?"*

You are asked to think about your major goals based on ten goal-achieving criteria. You are asked to rewrite your goals every day, and make plans for their accomplishment.

Hard, systematic work is necessary. Self-discipline is required. Continuous action toward your goals must take place every day.

The pay-off? You will take complete charge of your life and turn yourself into an unstoppable, goal-achieving personality. Your self-confidence and self-esteem will increase daily. Your ability to persist in the face of adversity will go up. You will become more focused, directed, and channeled — like a mighty river moving forward over all obstacles to create the kind of life you desire.

ACTIVATING YOUR MENTAL STOREHOUSE

Goal setting is not a passive exercise — it is the most powerful performance system available to any sales professional. When you write your goals clearly, review them daily, and measure your progress consistently, you activate mental and behavioral forces that drive results.

As Don Diamond teaches: *"You can't manage what you can't measure."* These proven principles explain exactly why that is true — and why daily goal practice transforms average producers into top performers. Here are the foundational laws that make this system work:

- 1. The Law of Control** — Your goals allow you to control the direction of change in your life, thereby freeing you from aimlessness, drifting and random occurrences. Now, everything that happens to you, happens by law, not by accident.
- 2. The Law of Cause and Effect** — Clear, repeated goals become the primary cause of the effects in your life. As you sow goals into your mind, you reap results in your reality.
- 3. The Law of Belief** — Your outer world of reality will be like your inner world of belief. As you set challenging goals and move toward them, your belief in yourself becomes unshakable.
- 4. The Law of Expectations** — Each day, you confidently expect that every event, positive or negative, has been sent to help move you toward your goals. And you tend to get what you expect.
- 5. The Law of Attraction** — Every time you rewrite or think about your goals, you intensify the speed of vibration that causes you to attract people and circumstances into your life that will help you achieve your goals.
- 6. The Law of Subconscious Activity** — You will begin to walk, talk, act and perceive in a manner that will make your goals a reality. Your subconscious mind goes to work to bring your goals into your life — when you are ready.
- 7. The Law of Substitution** — Whatever your conscious mind is thinking about most of the time is being accepted by your subconscious mind and is being attracted into your life. You can substitute a positive goal or thought for any negative thought holding you back.

ACTIVATING YOUR MENTAL STOREHOUSE (continued)

8. The Law of Concentration — Whatever you think about or dwell upon most often grows in your life and in your reality. Continually rewriting your goals assures that more and more of your mental powers are focused on attracting what you really want into your life.

9. The Law of Superconscious Activity — Called the "Secret of the Ages," this is the most powerful of all laws. It simply says that any thought, plan, goal or idea held continuously in your conscious mind must be brought into reality by the superconscious mind.

All these laws in combination will make you an irresistible and unstoppable force of achievement. All you need to do is practice consistent goal-setting and daily action planning until it becomes automatic. Then your results will take on a momentum of their own.

"You can't manage what you can't measure." — Don Diamond

There lies within you a great, untapped potential. You can be, do, and have all kinds of wonderful things. The only limits on your ability to have the career and life you desire are those limits you place upon your own mind.

Decide your destination. Make your plan. Measure your results. Work patiently — one step at a time, never faltering — and you cannot help but build the career everyone around you will admire.

There is no stopping you!!

GOAL SETTING EXERCISES

1. Write out your three most important goals in life — right now:

- 1. _____
- 2. _____
- 3. _____

2. How would you spend your time, where would you go, what would you do, if you found out today that you only had six months to live?

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____

3. What would you do differently if you won one million dollars cash, tax free, tomorrow?

- 1. _____
- 2. _____
- 3. _____

4. What have you always wanted to do but been afraid to attempt?

- 1. _____
- 2. _____
- 3. _____

GOAL SETTING EXERCISES

5. What do you enjoy doing most in life? If you could engage in any full-time activity, without pay, what would it be?

1. _____
2. _____
3. _____

6. How much money would you like to be earning?

- In one year? \$ _____
- In two years? \$ _____
- In three years? \$ _____
- In four years? \$ _____
- In five years? \$ _____

7. How much do you want to be worth when you retire? _____

8. Who else is earning the kind of money you want to earn?

1. _____
2. _____
3. _____

9. What is he/she doing differently from you that enables him/her to earn this kind of money?

1. _____
2. _____
3. _____
4. _____

GOAL SETTING EXERCISES

10. Career and professional goals: What do you want to be good at?

- A. _____
- B. _____
- C. _____

11. Sport and fitness goals: What do you want to achieve physically?

- A. _____
- B. _____
- C. _____

12. Personal development goals: In what areas do you want to improve?

- A. _____
- B. _____
- C. _____

13. Family and relationship goals: What do you want to do for your family?

- A. _____
- B. _____
- C. _____

14. Travel goals — places to visit/vacations: Where do you want to go?

- A. _____
- B. _____
- C. _____

15. Material and tangible goals (things): What do you want to acquire?

- A. _____
- B. _____
- C. _____

GOAL SETTING EXERCISES

16. Community and service goals: How do you want to contribute?

- A. _____
- B. _____
- C. _____

17. Creative goals: What do you want to bring into reality?

- A. _____
- B. _____
- C. _____

18. Spiritual and inner development goals: What kind of person do you want to become?

- A. _____
- B. _____
- C. _____

19. Intellectual and educational goals: What do you want to learn?

- A. _____
- B. _____
- C. _____

**20. What one great thing would you dare to dream if you knew you could not fail?
If you were guaranteed of success?**

GOAL SETTING EXERCISES

21. Ten Goal Exercise:

Make a list of at least ten goals you would like to accomplish in the next year.
Write your goals in the present, positive tense, starting with the word "I."
(I am, I sell, I achieve, I earn, etc.)

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____

22. If you could have any one goal on this list within 24 hours, which one goal would you choose?

GOAL SETTING EXERCISES

23. Based on these exercises, what do you think should be your most important goal?

Your major definite purpose? Write it out in detail.

1. My major definite purpose in life is:

1. _____
2. _____
3. _____

2. My deadline for achieving this goal is:

3. The obstacles I will have to overcome to achieve this goal are:

1. _____
2. _____
3. _____

4. The additional knowledge and skills I will require are:

1. _____
2. _____
3. _____

5. The people whose help and cooperation I will require are:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

GOAL SETTING EXERCISES

6. The steps I will take to achieve this goal are:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____

7. The one action I will take immediately to achieve my goal is:

Now, go back through your goals on the previous pages and organize them as: "A" = very important, "B" = important and "C" = nice, but not important. Then write all your "A" goals below:

GOAL	ORDER
1. _____	<input type="text"/>
2. _____	<input type="text"/>
3. _____	<input type="text"/>
4. _____	<input type="text"/>
5. _____	<input type="text"/>
6. _____	<input type="text"/>
7. _____	<input type="text"/>

Organize goals from #1 = most important to #7 = least important in the right-hand column.

GOAL SETTING EXERCISES

Select your three most important goals and write out ten things you could start doing immediately to make them into realities.

GOAL NUMBER ONE:

ACTION STEPS	ORDER
1. _____	<input type="text"/>
2. _____	<input type="text"/>
3. _____	<input type="text"/>
4. _____	<input type="text"/>
5. _____	<input type="text"/>
6. _____	<input type="text"/>
7. _____	<input type="text"/>
8. _____	<input type="text"/>
9. _____	<input type="text"/>
10. _____	<input type="text"/>

ACTION PLAN — What I will do immediately is:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____

GOAL SETTING EXERCISES

Select your three most important goals and write out ten things you could start doing immediately to make them into realities.

GOAL NUMBER TWO:

ACTION STEPS	ORDER
1. _____	<input type="text"/>
2. _____	<input type="text"/>
3. _____	<input type="text"/>
4. _____	<input type="text"/>
5. _____	<input type="text"/>
6. _____	<input type="text"/>
7. _____	<input type="text"/>
8. _____	<input type="text"/>
9. _____	<input type="text"/>
10. _____	<input type="text"/>

ACTION PLAN — What I will do immediately is:

- 1. _____
- 2. _____
- 3. _____
- 4. _____
- 5. _____
- 6. _____

GOAL SETTING EXERCISES

Select your three most important goals and write out ten things you could start doing immediately to make them into realities.

GOAL NUMBER THREE:

ACTION STEPS	ORDER
1. _____	<input type="text"/>
2. _____	<input type="text"/>
3. _____	<input type="text"/>
4. _____	<input type="text"/>
5. _____	<input type="text"/>
6. _____	<input type="text"/>
7. _____	<input type="text"/>
8. _____	<input type="text"/>
9. _____	<input type="text"/>
10. _____	<input type="text"/>

ACTION PLAN — What I will do immediately is:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____

HOW TO TEST YOUR MAJOR GOAL

1. **Desire:** How much do you really want it on a scale of 1 - 10?

2. **Belief:** Is it believable and achievable?

3. **Write it down:** How will you measure success?

4. **Analyze:** Where are you starting from now?

5. **Determine Why:** How will you personally benefit from achieving it?

6. **Timing:** Set a deadline on your goal! When?

7. **Ask:** What major obstacles must you overcome?

8. **Research:** What additional information, knowledge and skills will you require?

9. **Key People:** Whose assistance or cooperation do you need?

HOW TO TEST YOUR MAJOR GOAL (continued)

10. FINALLY — Write out a detailed plan of accomplishment, a list of activities,
for your major goal. Write it out clearly — what are you going to do, starting
today, and every day? The more detailed your description, the more likely it is
that you will achieve it!

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

COMMITMENT

"Until one is committed, there is hesitancy, the chance to draw back, always ineffectiveness. Concerning all acts of initiative (and creation), there is an elementary truth, the ignorance of which kills countless ideas and splendid plans; that the moment one definitely commits oneself, then Providence moves, too. All sorts of things occur to help that would never otherwise have occurred. A whole stream of events issues from the decision, raising in one's favor all manner of unforeseen incidents and meetings and material assistance, which no man could have dreamed would have come his way."

— Charles Murray

"Are you earnest? Seek this very minute, whatever you can do, or dream you can; begin it. Boldness has genius, power and magic in it. Only engage and the mind grows heated; begin and then the task will be completed."

— Goethe

GETTING STARTED

1. You are responsible. Develop the habit of goal setting by completing two pages each day for 31 days.
2. Begin with today's date, then write down your three most important goals right now.
3. Write out your major definite purpose in the present tense, as if it were already a reality.
4. Briefly describe what you are going to do today to achieve your goal.
5. Turn the page; write your major problem or goal in the box at the top of the page in the form of a question.
6. Write out twenty answers to this "mindstorming" question.
7. Select an action commitment for today and write it in the box at the bottom of the page.
8. Begin immediately. Take action. Get going. Work steadily toward the achievement of your goal(s) throughout the day.
9. Repeat the process every single day for 30 days until it becomes a habit.

When you complete this planner, you will be on the high road to success and achievement in every area of your life.

You will never look back. Good luck!

DATE _____

BACKGROUND IDEA FOR TODAY

"I am not judged by the number of times I fail, but by the number of times I succeed; and the number of times I succeed is in direct proportion to the number of times I can fail and keep on trying."

— Tom Hopkins

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

4. Write your major problem or goal in the form of a question:

5. Write out 20 answers to question number four:

- | | |
|-----------|-----------|
| 1. _____ | 11. _____ |
| 2. _____ | 12. _____ |
| 3. _____ | 13. _____ |
| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Opportunity... often it comes disguised in the form of misfortune, or temporary defeat."

— Napoleon Hill

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

7. _____

8. _____

9. _____

10. _____

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- | | |
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| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Have a bias toward action — let's see something happen now. You can break that big plan into small steps and take the first step right away."

— Richard Thalheimer

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"The successful person always has a number of projects planned, to which he looks forward. Any one of them could change the course of his life overnight."

— Mark Caine

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
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- | | |
|-----------|-----------|
| 1. _____ | 11. _____ |
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| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Double your rate of failure... You can be discouraged by failure — or you can learn from it. So go ahead and make mistakes. Because that's where you'll find success — on the far side of failure."

— Thomas J. Watson, Sr.

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

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| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"The strongest single factor in prosperity consciousness is self-esteem: believing you can do it, believing you deserve it, believing you will get it."

— Jerry Gillies

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

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| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Success is a state of mind. If you want success, start thinking of yourself as a success."

— Joyce Brothers

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

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8. _____

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| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"The greatest discovery of my generation is that human beings can alter their lives by altering their attitudes of mind."

— William James

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Develop success from failures. Discouragement and failure are two of the surest stepping stones to success."

— Dale Carnegie

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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| 4. _____ | 14. _____ |
| 5. _____ | 15. _____ |
| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"The first rule of success is to have energy. Know how to concentrate it, how to focus it on important things instead of frittering it away on trivia."

— Michael Korda

1. Daily Goal Planning Exercise Quick List — your three most important goals:

- _____
- _____
- _____

2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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| 6. _____ | 16. _____ |
| 7. _____ | 17. _____ |
| 8. _____ | 18. _____ |
| 9. _____ | 19. _____ |
| 10. _____ | 20. _____ |

6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"The first law of success is concentration — to blend all the energies to one point, and to go directly to that point, looking neither to the right nor to the left."

— William Mathew

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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4. Write your major problem or goal in the form of a question:

5. Write out 20 answers to question number four:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"The giants of the race have been men of concentration, who have struck sledgehammer blows in one place until they have accomplished their purpose."

— Orison Swett Marden

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"The majority of men meet with failure because of their lack of persistence in creating new plans to take the place of those which fail."
— Napoleon Hill

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"If you only care enough for a result, you will almost certainly attain it... Only you must really wish these things, and wish them exclusively."

— William James

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Concentrate all your thoughts on the great desire in your life. This concentration must be continuous, unceasing — every minute, every hour, every day."

— Orison Swett Marden

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"Success depends on the support of other people. The only hurdle between you and what you want to be is the support of others."

— Tom Hopkins

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Always try to do something for the other fellow and you will be agreeably surprised how many pleasant things are done for you."

— Claude M. Bristol

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

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6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"No man has come to true greatness who has not felt that his life belongs to his race, that which God gives to him, he gives to mankind."

— Phillips Brooks

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"Nothing splendid has ever been achieved except by those who dared believe that something inside of them was superior to circumstance."

— Bruce Barton

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"Expect trouble as an inevitable part of life, and when it comes, hold your head high, look it squarely in the eye and say: 'I will be bigger than you. You cannot defeat me.'"

— Ann Landers

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"Progress is made one step at a time. A house is built a brick at a time. Every big accomplishment is a series of little accomplishments."

— David Joseph Schwartz

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"There is no road too long to the man who advances deliberately and without undue haste; there are no honors too distant to the man who prepares himself for them with patience."

— Jean De La Bruyère

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"Unless you have prepared yourself to profit by your chance, the opportunity will only make you ridiculous."

— Orison Swett Marden

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"Nothing in the world can take the place of persistence. Persistence alone is omnipotent."

— Calvin Coolidge

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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6. Select at least one action from the above exercise to begin immediately:

DATE _____

BACKGROUND IDEA FOR TODAY

"There is one thing stronger than all the armies in the world and that is an idea whose time has come."

— Victor Hugo

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

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BACKGROUND IDEA FOR TODAY

"All our dreams come true — if we have the courage to pursue them."

— Walt Disney

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

3. Daily Goal Planning Exercise — write out plans in longhand using the present tense:

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DATE _____

BACKGROUND IDEA FOR TODAY

"The quality of a person's life is in direct proportion to their commitment to excellence, regardless of their chosen field of endeavor."

— Vince Lombardi

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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6. Select at least one action from the above exercise to begin immediately:

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BACKGROUND IDEA FOR TODAY

"The empires of the future are the empires of the mind."

— Winston Churchill

1. Daily Goal Planning Exercise Quick List — your three most important goals:







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BACKGROUND IDEA FOR TODAY

"In order to succeed, we must first believe we can."

— Michael Korda

1. Daily Goal Planning Exercise Quick List — your three most important goals:







2. Daily Goal Setting Exercise — my major definite purpose is:

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BACKGROUND IDEA FOR TODAY

"I do not think there is any other quality so essential to success of any kind as the quality of perseverance. It overcomes almost everything, even nature."

— John D. Rockefeller

1. Daily Goal Planning Exercise Quick List — your three most important goals:

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BACKGROUND IDEA FOR TODAY

"Progress always involves risk. You can't steal second base and keep your foot on first."

— Frederick Wilcox

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6. Select at least one action from the above exercise to begin immediately:

NATIONAL AUTOMOTIVE TRAINING ACADEMY®

MAXIMUM ACHIEVEMENT GOAL PLANNER



13121 Louetta RD 1380, Cypress, TX 77429

don.diamond@natatoday.net

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