

Use this template to clarify your goal, set your progress goals, and the three actions & tasks you should focus on.

By the end of this exercise, you'll have:

- A SMART goal (*Specific, Measurable, Attainable, Relevant, Time-Based*)
- The top three milestones to focus on for the next 3 months
- The top three actions and tasks to focus on every week to move you closer towards your goal.

What will you achieve in the next 3 months?

SPECIFIC GOAL:

I will launch my business on and generate \$ revenue by (method):

.....

Starting a business is important to me because

PROGRESS GOAL 1:

I will research and understand my ideal customer.

ACTIONS + TASKS:

List everything you need to know about your ideal customer before developing your product.

1.

2.

3.

What are the top three actions you need to take to gather the information above?

1.

2.

3.

2

PROGRESS GOAL 2:

I will build my product offer.

ACTIONS + TASKS:

What is the most important action you need to take to choose a product?

- 1.
- 2.

What is the most important action you need to take to present the product in a compelling way?

- 1.
- 2.

What is the most important action you need to take to test demand for your product?

- 1.
- 2.

3

PROGRESS GOAL 3:

I will build my sales funnel.

ACTIONS + TASKS:

What is the most effective action for you to take to generate leads?

- 1.
- 2.

What is the most effective action for you to take to convert customers?

- 1.
- 2.

What is the most effective action for you to take to generate more revenue per customer?

- 1.
- 2.