

# **Six Steps to Goal Setting**

**From: Think & Grow Rich**

**By: Napoleon Hill**

**Who: Alvin Curry**

**What: Goals 2023**

## **Six Ways to Turn Desire into Gold (\$120,000) in 2023**

Proverbs 29:18

**Where there is no vision, the people perish:  
but he that keepeth the law, happy is he.**

**First: Fix it in your mind the exact amount of money you desire.** It is not sufficient merely to say, “I want plenty of money.” Be definite as to the amount. (There is a psychological reason for definiteness.)

**Build a new myEcon team of 1,000 Active Associates with an average of \$10.00 per associate Leverage and Residual monthly income. To build an additional income of \$120,000.00 from my new prospect and my current non-Infinity Legs.**

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**Matthews 12:37** **For by your words you will be justified, and by your words you will be condemned.**

**Second:** Establish a definite date when you intend to possess the money you desire.

**This is a 12-month goal - January 1, 2023 thru December 31, 2023**

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**Galatians 6:7**     **Do not be deceived, God is not mocked; for whatever a man sows, that he will also reap.**

**Third:** Determine exactly what you intend to give in return for the money you desire.  
(There is no such reality as “something for nothing.”)

**Dedicate 3 days per week (12 hours per day) to work with this team, Exclusively. Invest in this team with my time, and money as needed to help them grow their team.**

**Build 5 new Infinities and 50 new Platinums.**

**Honor the Lord with 10%+ of my income.**

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## Isaiah 54: 2-3

2 Enlarge the place of your tent, And let them stretch out the curtains of your dwellings; Do not spare; Lengthen your cords, And strengthen your stakes.

3 For you shall expand to the right and to the left, And your descendants will inherit the nations, And make the desolate cities inhabited.

**Fourth: Create a definite plan for carrying out your desire, and begin at once, whether you are ready or not, to put this plan into action.**

## 1,000 New Active Associates/EVP in 2023

To have 1,000 active Associates by December 31, 2023

We must enroll a minimum of 2,000 Associates in 2023

## Enrollment Goals

January – March 2023 = 200 Associates

April – June 2023 = 500 Associates

July – September 2023 = 600 Associates

October – December 2023 = 700 Associates

**Upgrade 25% of active associates to Elite Business Membership**

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**Habakkuk 2:2** Then the Lord answered me and said: "Write the vision And make it plain on tablets, That he may run who reads it."

**Fifth:** Write out a clear, concise statement of the amount of money you intend to acquire, name the time limit for its acquisition, state what you intend to give in return for the money, and clearly describe the plan through which you intend to accumulate it.

- I, Alvin Curry will build a new myEcon team of 1,000 active associates average \$10.00 per associate and additional income of \$120,000 Leverage and Residual income from my new prospects and my current non-Infinity legs.
- I, Alvin Curry will build this new team and additional income during the year 2023 from January 2023 thru December 31, 2023.
- I, Alvin Curry will dedicate three days per week (12 hours per day) to work with this team. Invest in this team with my time and money to help them grow their team.  
Build 5 new Infinities and 50 Platinums. Honor the Lord with 10% + of my income.

- I, Alvin Curry will help the team understand we need 2,000 enrolled during 2023 to have 1,000 active associates by December 31, 2023. We will therefore enroll

Jan – Mar 2023	200 Associates	Apr- Jun 2023	500 Associates
Jul – Sep 2023	600 Associates	Oct-Dec 2023	700 Associates

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## **Fifth (Continued):**

- **I, Alvin Curry and team understand to enroll 2,000 associates  
We must contact 20,000 prospects.  
From the 20,000 prospects, we will do 8,000 BPMs.  
From the 8,000 BPMs, we will enroll 2,000 associates.  
Based on company history approximately 50% will cancel their membership within the first year.  
We will have 1,000 active associates December 31, 2023.**
- **I, Alvin Curry understand we must divide the 20,000 prospects, 8,000 BPMs and 2,000 Associates into monthly and weekly goals.  
I, Alvin Curry must build/develop 5 new Infinities and 50 new Platinums.  
To accomplish our goal, each potential Infinity must become a weekly goal setter and a weekly goal hitter.  
New Infinity must set weekly goals in prospecting, BPMs, and closing/enrollments.**

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## **Fifth (Continued):**

- **I, Alvin Curry understand to hit this goal Prospecting is the key. All active associates must learn to prospect through the following means:**
  - **All new Associates must make a list of 50 names and contact them through the Automated Marketing System (AMS).**
  - **Teach associates to prospect weekly online and offline at networking events.**
  - **Teach associates to join other business groups with common interests.**
  - **Upgrade to Elite Business Membership and master prospecting online with myEcon's Automated Marketing System and myEcon's Social Media Marketing.**

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**Habakkuk 2:3**    **For the vision is yet for an appointed time, but at the end it shall speak, and not lie: though it tarry, wait for it; because it will surely come, it will not tarry.**

**Sixth:**    Read your written statement aloud, twice daily, once just before retiring at night, and once after arising in the morning. As you read see and feel and believe yourself already in possession of the money.

**Note:**    It is important that you follow the instructions described in these six steps. It is especially important that you observe and follow the instructions in the sixth step. You may complain that it is impossible for you to “see yourself in possession of money” before you have it. Here is where a burning desire will come to your aid. If you truly desire money so keenly that your desire is an obsession, you will have no difficulty in convincing yourself that you will acquire it. The object is to want money, and to become so determined to have it that you convince yourself you will have it.