

Week 1: Know Your Target

Profit School

You will learn...

- The Importance of Clarity
- The billionaires' understanding of clarity and risk
- Why failure is guaranteed for most people
- How to create clarity for yourself
- Why NOW is a great time for you to refocus

CLARITY



I have 2 simple questions for you

1. What is your one singular point of focus?
2. Can you really hit a target you don't see?

Of course you can't hit a target you don't see.

Marina Bay Sands Hotel



Billionaires

Billionaires dream big and risk big!

They put their hard earned billions of dollars on
new projects.

How much clarity do you think they need to do
this?

Most people

Let alone billions... most people are so fuzzy about their goals, they are not even willing to risk abundant resources they already have:

Belief

Time

Effort

Your Target

Now is the first week of the next 12 months, and it's a perfect time to help you –

Refocus

Clearly define your target



Exercise

- Please do this exercise every 90 days
- Every so often you will go off track and out of focus – doing this will help you refocus and remember why you are doing all this
- Don't copy from the previous time – you can compare once you complete it
- Please see the attached worksheet

Your Exercise ...at a glance

Week 1 Worksheet: Know Your Target

1. As we both know, our time on this earth has a deadline. So what are the 100 most important things you'd still like to DO (experiences), to HAVE (material comforts) and to IMPROVE on (to create the best possible version of yourself) before the ULTIMATE DEADLINE of life?
2. List 100 Reasons why success in business is most important to you and why failure is just not an option. Also think of how this would impact your children and your family. (Type on a new document)
3. You can only target 1 "bull's eye" at a time and every ball game (soccer, rugby, cricket, netball, basketball, etc.) uses 1 ball at a time – all players are focusing on scoring using one ball. You also need to focus on ONE target (or goal) at a time. What is your ONE MAJOR GOAL for the next 12 months? Make it specific and measurable.
4. How many hours do you dedicate to working ON your business each week? (Not IN it.)
5. If we were meeting 12 months from today, having this conversation, what would have to happen between now and then for you to feel that you've made great progress and you are happy with your success?
6. Imagine an article written by a journalist about you 10 years from now, titled: "***The rise of [Your Name] and how he/she created his/her wealth***". Please write this one page article as if you were the journalist in 2025. The article features:
 - a. Who [Your Name] is (10 years from now)
 - b. Where and how he/she started
 - c. How he/she made his/her first million
 - d. How he/she built his/her wealth over 10 years
 - e. The secrets to his/her success

Best Wishes