

BORN TO WIN



Welcome!

Your hosts... **Tom Ziglar** (proud son of Zig Ziglar) and
Howard Partridge (Ziglar small business coach)

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"Zig Ziglar is the real deal! He's an authentic voice, a light, and a life-changing mentor and model for millions." —SETH GORDON

ZIG ZIGLAR



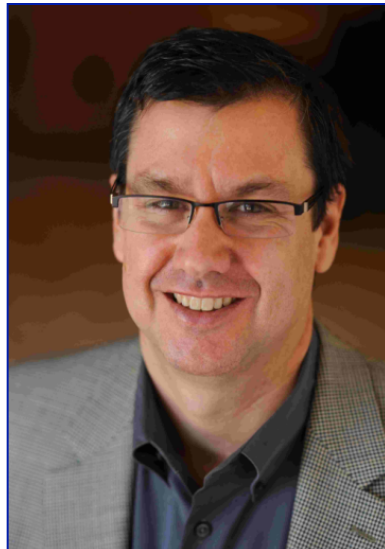
FIND YOUR SUCCESS CODE

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ZIG ZIGLAR
AND TOM ZIGLAR

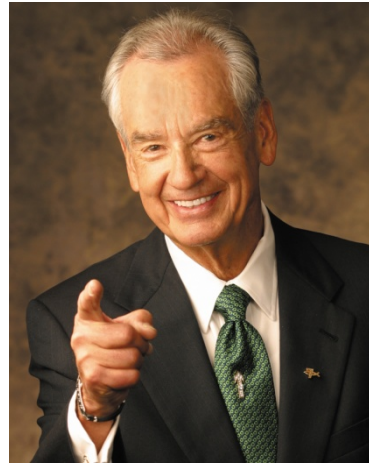
Recording...

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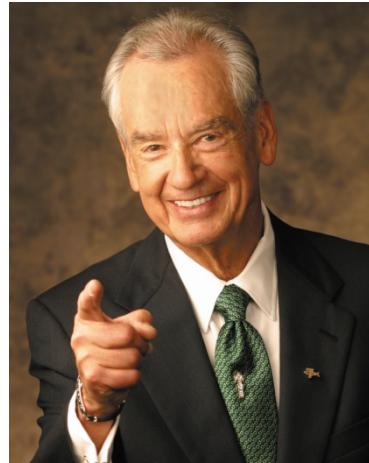
12 Week Born To Win Webinar Series

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*“You were born to win, but to be the winner you were born to be, you must **plan** to win and **prepare** to win. Then, and only then can you **expect** to win” – Zig Ziglar*

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*“You are **what you are** and **where you are** because of what has gone into your mind. You can change what you are and where you are by changing what goes into your mind.”*

– Zig Ziglar

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Review...

- You don't have to be great to start, but you do have to start to be great
- Wheel Of Life
- You have to know where you are to move forward
- What is your definition of success
- Build on the 6 foundation stones
- Watch your thoughts... they become your destiny

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Part I: Planning to Win

Chapter 3: Know What You Want

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Know What You Want

“Clarity will increase your desire and move you in the direction of your goals and dreams”

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Six Reasons To Set Goals

1. Goals bring the future into the present, and the present is the only time we can take action. Setting goals makes it possible to do something today to create the future you want.
2. If you don't plan your time, someone else will help you waste it!
3. People get twice as much done the day before they go on vacation, because they plan (set goals)...

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Six Reasons To Set Goals

4. Goal setters make more money than people who don't set goals
5. Goals keep you focused on the things that really matter and help you avoid wasting time on things that are unproductive... (wandering generality vs. meaningful specific)
6. Setting goals gives direction and purpose to all that you do. Goals are the links in the chain that connect activity to accomplishment.

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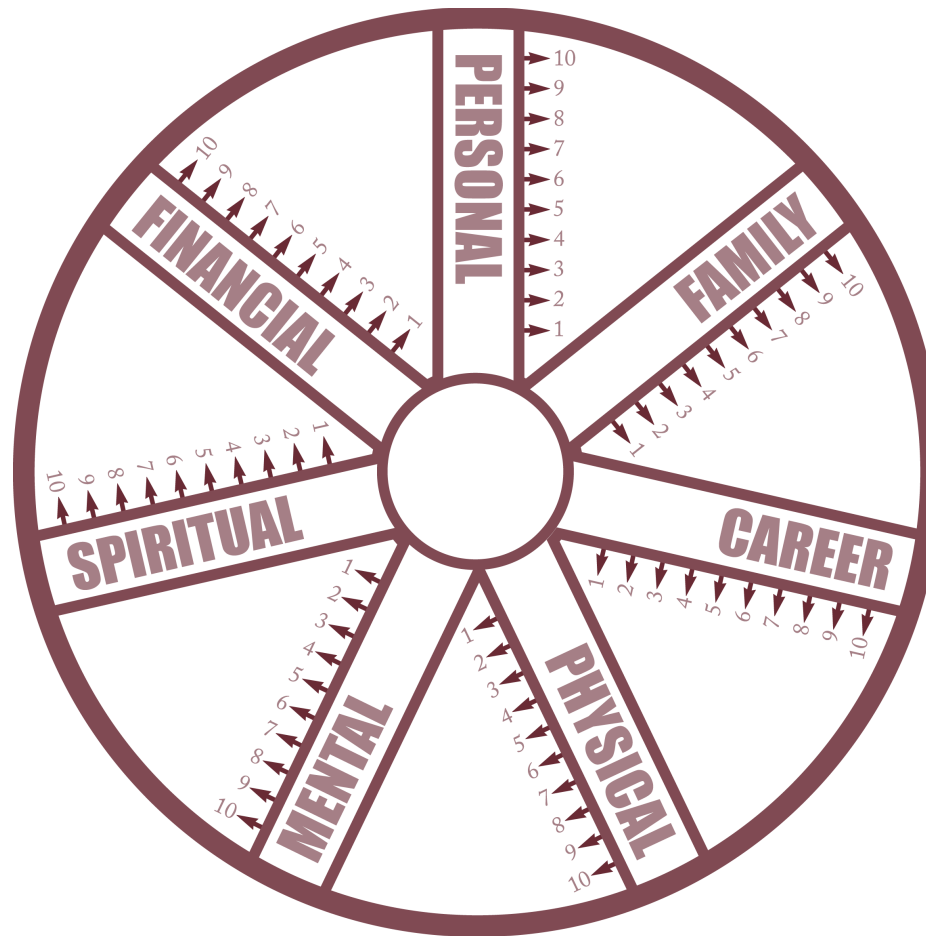
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The 7 Steps of Goal Setting

1. Identify the goal
2. List the benefits: what's in it for me?
3. List the obstacles to overcome
4. List the skills and knowledge required
5. Identify the people and groups to work with
6. Develop a plan of action
7. Set a deadline for achievement

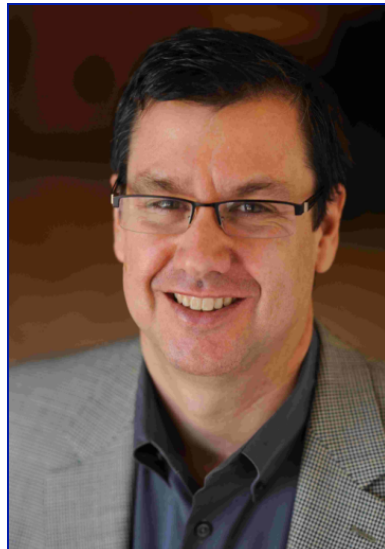
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Know What You Want

“Goal setting is about becoming”

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Born To Win Business Growth Workshops

With Tom Ziglar and Howard Partridge

www.HowardPartridge.com/borntowin