

# 360Connect Cookbook

People are not lazy. They simply have goals that do not inspire them.

-Tony Robbins-

## My Cookbook For Success

### My Cookbook Goals

**My Purpose:**  
The reason I get up in the morning

**My Goals:**  
Long/Short/  
Tangible/  
Intangible

### My Cookbook Reality

Lead to Sales %

Lead to Opportunity %

Opportunity to Sales %

# of Days to Achieve Success:

This is what I need to achieve in the career/financial aspect of my life.

### Monthly Goals

### Daily Goals

**Commission Goal**



**Sales Goal**



**Opportunities**



**Contacts**



**Leads**



**Referrals** (from each sale)



### How Will I Feel If I Don't Achieve My Goals?

My Opportunities: What activity will you do to get you there? (Think Old, Existing, and New)

ACTIVITIES	WEEK 1	WEEK 2	WEEK 3	WEEK 4
Leads	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Cold Calls	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Cold Emails	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Follow Up Calls	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Follow Up Emails	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Opportunities	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>
Sales	<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>