

**Make
Your
Dreams
Come
True
By
Creating
Your
Bucket
List!**

**(For Sales
Professionals!)**

Dreams



Personal Goals



Business Goals



Your Personal Sales



Your Daily Activity

How to make your dreams come true!

- 1. Build a dream list of things you would like to turn into reality.**
 - Watch the movie “The Bucket List”.
 - Now go make your own bucket list!
 - Start by making a list of everything you dreamed about having, being or doing as a kid, teenager, young adult and throughout your life.
 - Take a weekend and look at old pictures, yearbooks, journals, toys you played with.
 - Go to the book store look at books and magazines.
 - Dream with your friends to help get your juices flowing.
 - This is all dream building so shoot for the stars and include everything.
 - Be careful not to eliminate something because it’s “unrealistic”.
 - The goal is to get in touch with what excites you and have an exceptional life!
 - Make it more fun by having your friends, family and coworkers do the same thing.

- 2. On Monday look at your list and categorize them into the areas of: physical, mental, spiritual, social, financial, career and family.**
 - Feel free to rename or add categories if it is more relevant for you.
 - Look at the areas and add new ideas or thoughts that come to mind.

- 3. Take your list and share a few of the dreams you wrote down with other people who did the same exercise.**
 - This helps create even more ideas for you to write down.
 - You will discover interesting things about your friends, family and colleagues you never knew before.
 - Have fun and be supportive no matter how crazy.
 - No poking fun at someone’s dreams!

- 4. Time to turn your dreams into reality!**
 - Pick 3 dreams that you want to turn into a reality for this year.
 - One dream needs to be money driven so you have to make more sales to make more commission.
 - It isn’t about the money it’s what you can do with the money!
 - Used the attached worksheet to convert your dream into reality this year!

5. Make a dream board for show and tell

- Grab some supplies: old magazines, scissors, glue, poster board, markers, string, tape and thumb tacks.
- Make a poster that shows your 3 dreams accomplished and the dates they were accomplished by.
- Include pictures of you and/or loved ones enjoying those dreams
- Add weekly sales goals or other reminders that help you focus on daily activity.
- Take your dream board, show and explain it to the group.
- Everyone get a turn.
- Remember to be supportive and no poking fun at anyone's dream board.
- Think of this as show and tell just like you did when you were a kid.
- This is a fun exercise to do in a group. Turn it into a pizza party!

6. Keep the dream alive

- When you are done put the board above your desk or in a place where you will see it every day!
- Look at it each day to stay focused on your intentions and daily activity goals.
- Each January look at your dream list and make 3 new dreams a reality.
- Do this for 10 years and make 30 dreams come true...have an exceptional life!!!

My Dream List

Think about things you dreamed about being, doing or having as a kid, teenager, young adult and throughout life. Carry this or a small note pad around for the weekend and capture all your ideas.

Dreams to Reality Worksheet

Dream 1:

Why this dream?

Date this dream will be accomplished by?

Obstacles I will have to overcome?

Skills and knowledge I will need?

People, groups and organizations I can work with?

Dream 2:

Why this dream?

Date this dream will be accomplished by?

Obstacles I will have to overcome?

Skills and knowledge I will need?

People, groups and organizations I can work with?

Dream 3 (financial):

Why this dream?

Date this dream will be accomplished by?

How much money I will need?

Obstacles I will have to overcome?

Skills and knowledge I will need?

People, groups and organizations I can work with?

Determine Daily Activity

My quota for the year is?

My compensation package at quota is?

Additional commission I need to make my 3 dreams come true?

My average dollars per sales is?

Number of sales I need to make this year to make my dreams come true?

Number of sales I need each month?

Number of sales I need each week?

Daily activity I need in order to hit my weekly sales goal?

Work each day until you meet or exceed your goal to make your dreams come true!!!

What activities lead to a sale?

Example:

Dials or drive bys needed to get an appointment:

Appointments needed to get a proposal:

Proposals needed for an order:

Dials or drive bys I need on a daily bases to reach my weekly sales goals that make my dreams come true:

Sample Bucket List

Physical

- * Increase my flexibility
- * Aerobic activity 3x a week
- * Strength conditioning 3x a week
- * Get a black belt in martial arts
- * Run a marathon
- * Get body fat to 10%
- * Six pack abs

Adventure

- * Learn to skydive
- * Hang gliding in Rio Brazil
- * Go to race car school
- * See the Great Wall of China
- * Ride in a hot air balloon
- * Go on Safari in Kenya
- * Anker Watt in Cambodia
- * Ride Motorcycle to Alaska & Arctic Circle
- * Outdoor survival school
- * Sail around the world
- * Wine & castle tour France, Loire Valley
- * Eastern European trip: Prague, Moscow, Saint Petersburg, Romania
- * Run with the bulls in Spain
- * Scuba dive the great barrier reef
- * Backpack the continental divide from Mexico to Canada
- * See every national park in North America

Spiritual

- * Pray and meditate 30 minutes a day
- * Go to seminary
- * Live in a Shaolin Temple in china
- * Develop my yoga more
- * Find a new church that does mission work

Career

- * Be an entrepreneur
- * Be a toy inventor
- * Model men's clothing
- * Design humors wedding cards
- * Own a travel agency
- * Write a travel adventures from around the world book
- * Own a castle in Europe that was a retreat center or B&B
- * Become a mediator
- * Teach classes on decision making and risk taking
- * To become a master marketer
- * Write a few books on sales, sales management and mindset of sales success

Financial

- * Generate \$3 million annually from my vending machine business
- * \$20,000 annual donations to make-a-wish foundation and breast cancer research
- * Build a net worth to \$40 million
- * Generate \$750,000 of passive investment income annually
- * Own 5 apartment buildings

Mental/Educational

- * Learn to speed read
- * Purchase vocabulary CD's to improve my vocabulary
- * Make my own wine
- * Make my own cheese
- * Do more woodworking
- * Learn guitar
- * Get an MBA at Wharton
- * Learn to speak another language fluently
- * Learn to speak and write better English
- * Take a body guard class

Social

- * Go to more live music events
- * Wine festivals
- * Work with boy scouts
- * Latin dance lessons
- * Join the "Single volunteers" network
- * Organize a monthly dinner club or cookout group once a month
- * Host a game night once a quarter
- * Spend more time with friends each week

Family

- * Tell my folks I love them every week
- * Send birthday cards out to family each month
- * Call or spend time with siblings each month
- * More visits and support for my grandparents
- * Take my kids on one trip of a lifetime before graduating high school