

THE MILLION DOLLAR IDEA

A man once entered his company and arranged to meet with the company president, during their short meeting the gentleman stated that he had come up with a great idea for increasing people's productivity and accomplishments. He asked the president to use his new idea and share it with all of his employees for one year at no charge. The only requirement was at the end of the first year the company president would decide what the idea was worth and write him a check for that amount. The president laughed and said, "Sure I'll use your idea and if it works you'll have earned your money and if it doesn't I haven't lost any of mine." The man then went about showing the idea to the president. He took out a blank sheet of paper and put numbers one through ten on the left-hand column. He then asked what his company's goal was and wrote that on the center at the top of the paper, almost as if it were the title. He then handed it to the company president along with his name and address. The president laughed! "This is your great idea", he said? Shaking his head in disbelief. "How's this going to increase our productivity and accomplishments"? "Simple" the man responded. Most people don't get things done because they fail to understand that everything is built one piece at a time whether it's a building, an automobile, or a life. People never realize that they don't accomplish what they want in a year because they fail to fulfill their monthly goals and they fail to fulfill their monthly goals simply because they fail to fulfill their weekly goals, which is a mere result of failing to fulfill their daily goals.

The president responded by saying, "I understand all of that but, what does this have to do with this piece of paper?" "That piece of paper, Sir, is a daily report card and road map to ensure that you and your people accomplish your long term goals the only way that you can, one day at a time. YOUR LONG TERM GOAL IS RIGHT HERE AT THE TOP WHERE IT WILL ALWAYS REMAIN IN THE FOREFRONT OF YOUR THOUGHTS. Then every night you list your top ten priorities which must be completed the next day in order of importance. That way the first thing you do tomorrow is number one. When that task is complete move to number two and so on, completing each task before moving to the next. After that days work is complete

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make a new list of priorities including any task which may have not been completed." The president looked up at him and said, "Sounds awfully simple and the crazy thing is that it sounds like it might even work." With that, the president stood up and shook his hand and said, "You've got a deal!"

When one year had passed, his company had surpassed even its greatest expectations. His employees were more excited about their work and felt better about themselves and company loyalty was at an all time high. He thought to himself, "I imagine that, all he did was share an idea with us to keep us on track and focusing on what we needed to do and because we knew what to do we accomplished it. The feeling of accomplishment increased our self-worth and value.

{ NOTE: Now, what is self-worth and value? It's what every person needs to produce. Whose self-worth and value do we increase by writing and accomplishing goals on a daily basis? Our own. We are force feeding ourselves exactly what it takes to feel wonderful. The feeling of accomplishment increases our self-worth and value and made us feel better about ourselves as well as those around us. Now, if that's the case, what kind of an attitude do you have?

By having daily goals, fulfilling them and checking the list off you are force feeding yourself, self-worth and value. That self-worth and value comes into being a great attitude. A great attitude is what who has? The 3% percenters that control the world. So what you are actually doing is you are creating an artificial high and injecting yourself in the arm everyday. That's where your attitude comes from. The attitude doesn't come from the outside world, it comes from you showing yourself over and over again how good you are.}

Ah! What a miracle he thought. "That miracle changed my life and the lives of my employees and those around me; why, the change is priceless. With that he fumbled through his desk drawer and found the name and address of the man with the simple idea. He called the number and reminded the man that it was time for the payment and to stop by when he could. Several days later the gentleman showed up and the company

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president presented him with a check for an amount of one million dollars. Saying that, "This simple idea, this simple concept has altered my life and the lives of others forever. I will earn millions of dollars using this simple idea. I can't thank you enough for sharing such an effective and productive program!"

1. Your goal shouldn't be unbelievably ridiculous.

Long term goal - 1yr, 2yrs, 3yrs whatever.

The bottom line here is that your goal should be simple tasks that you can do to accomplish that goal. If you get your goal too far away you are not going to keep giving yourself those injections that you need to keep going.

You can always change your goal.

Once you accomplish the goal you can always move it up.

2. Do it *RIGHT NOW*.

Write down ten things that *YOU KNOW YOU NEED TO DO* ! (a form below)

Long term financial goal; write down ten things that you can do to accomplish that goal.

Everyday you have got ten things to accomplish in order to achieve that long term goal.

Get a 3-Ring Binder and Keep & Monitor your Successes!

Your Binder will become a Mentor Tool for those who you'll show 'How' to obtain their long-term Goals!

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Write Daily Goals The Night Before	DAILY GOALS in ORDER OF IMPORTANCE (ONLY MOVE TO NEXT GOAL ONCE PREVIOUS GOAL COMPLETED!!)	Initial when Complete
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		