



M.A.P.S.
Mastering Action Plans for Success

Goal Planning Workbook

2nd Edition

*The Real Secret to Making
Your Dreams Come True*

Created and Compiled by Michael McDonough



M.A.P.S.

Mastering Action Plans for Success

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Mastering Action Plans for Success

The Real Secret to Success

Sensational Success in 4 Words or Less

Belief — The most powerful idea ever revealed to the human race

Enthusiasm — This great equalizer gives you power and a high probability of success

Determination — A product of will balanced with discipline, aimed by ambition; The most important predictor of success

Achievement — Tends to increase ambition, therefore determination, enthusiasm and belief system

The 5 Characteristics of a Solid Goal Plan

Focus — Set a definite target “Release 10 pounds by June” is better than “Lose some weight”.

Challenge — Your goal should be “Better than your best but achievable”.

Commitment — Your Greatest Power. Participate in an accountability group.

Presence — Your goal plan should be written in detail and reviewed daily.

Vision — Visualize the results you want and the action steps required.

4 Musts for Achieving Goals

- They *must* be vividly imagined
- They *must* be ardently desired
- You *must* commit to them
- A detailed action plan *must* be written

Whatever you vividly imagine, ardently desire, sincerely believe and enthusiastically act upon must inevitably come to pass. — Paul J. Meyer



Compass Point Vision Statement

A Personal Vision Statement is a vivid, idealized description of the vision you have of yourself at the peak of your success. It defines what success looks like to you and is the vital first step in building your Compass Point Action Plan. A clearly articulated Vision Statement should be one or two sentences that chart your course as you set your goals and develop your Action Steps. It should not include the activities or methods you intend to use to accomplish your goals but should describe a future outcome.

Your Compass Point Vision Statement should inspire, energize and help you create a mental picture of the desired future outcome or goal. The more vivid the picture the more inspired you will be. Capture the essence of your vision by including as many of the five senses you can when picturing your outcome.

By putting your vision into words you begin to set in motion a process through which you will eventually achieve your goal.

My Compass Point Vision Statement:

Without a career vision statement to help guide you, it's like driving aimlessly on the highway without having a clear destination. It might be fun for a while to drive around, stopping wherever and whenever you like, but after a while, being on the road gets old. Once you develop your career vision, you can then start mapping out your journey -- at least you'll be heading to where you want to be, even if you have to take a few detours along the way.¹

¹ Creating a Career Vision for Your Life: Envisioning Your Ideal Career, Randall S. Hansen, PhD



Compass Point Dream List

List everything you've ever wanted and expect to obtain by becoming a successful sales person. Write down every place you've wanted to go, and everything you've wanted to become.

1.

2.

3.

4.

5.

6.

7.

8.

9.

10.

11.

12.

13.

14.

15.

16.

17.

18.

19.

20.



Area of Life Today's Date Target Date Date Achieved

Compass Point Action Plan

State Goal in Positive Terms :

Quantitative Benefits (Benefits that are measurable in dollars)

\$ Value

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Total should equal stated goal

Total

Qualitative Benefits (Benefits that provide an emotional, psychological or spiritual outcome)

<p>Possible Obstacles (Anticipate possible obstacle and list them below)</p>

This image shows a blank sheet of white paper with horizontal ruling lines. The lines are evenly spaced and extend across the width of the page. There are no margins, text, or other markings on the paper.

Practical Solutions (Write simple solutions that correspond to your anticipated obstacles)

[illegible]

Action Steps	Deadline
1. _____	_____
2. _____	_____
3. _____	_____
4. _____	_____
5. _____	_____
6. _____	_____
7. _____	_____
8. _____	_____
9. _____	_____
10. _____	_____
11. _____	_____
12. _____	_____
13. _____	_____
14. _____	_____
15. _____	_____
16. _____	_____
17. _____	_____
18. _____	_____
19. _____	_____
20. _____	_____
21. _____	_____
22. _____	_____
23. _____	_____
24. _____	_____

Affirmations

This image shows a single sheet of white paper with horizontal ruling lines. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.

Review your Master Dream List and your Action Plan daily as a constant reminder of why you wake up in the morning, what to do when obstacles arise and the action that you need to take on a daily basis to make all of your dreams come true.

***Whatever you vividly imagine, ardently desire, sincerely believe and enthusiastically act upon must inevitably come to pass.* – Paul J. Meyer**



Compass Point Call Plan

Call Objective:

Call Preparation:

Prospect's Website: _____ Facebook ☐ LinkedIn ☐

Comments:

Opening Questions:

What Do We Need to Learn:

Problems:

Implications:

Needs/Wants:

Benefits:

Next Steps/Follow Up:



Daily Activity Tracking Sheet

Dials

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	67	68	69	70	71	72	73	74	75	85
76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	67	68	69	70	71	72	73	74	75	85
76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50
51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	67	68	69	70	71	72	73	74	75	85
76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100

Total Dials _____

Contacts

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50

Total Contacts _____

Leads

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----

Total Leads _____

Referrals

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----

Total Referrals _____

Appointments Set

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----

Total Appts Set _____

Sales Made

1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25
---	---	---	---	---	---	---	---	---	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----	----

No. of Sales Made _____

Revenue

\$ _____ .00



Master Activity Tracking Sheet

Date	Dials	Contacts	Leads	Referrals	Appts Set	Appts	Sales	\$ Income
Weekly Totals								

Date	Dials	Contacts	Leads	Referrals	Appts Set	Appts	Sales	\$ Income
Weekly Totals								

Date	Dials	Contacts	Leads	Referrals	Appts Set	Appts	Sales	\$ Income
Weekly Totals								

Date	Dials	Contacts	Leads	Referrals	Appts Set	Appts	Sales	\$ Income
Weekly Totals								

Date	Dials	Contacts	Leads	Referrals	Appts Set	Appts	Sales	\$ Income
Weekly Totals								

Monthly Totals								
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