

FINDING YOUR LIGHT BULB - WORKSHEET 5 - ACTION PLAN - WORKSHEET

DREAMS are feelings.

DREAMS provide the energy that powers your **GOAL OR GOALS**.

GOALS are **DREAMS** with a deadline. Goals can be measured.

ACTION PLAN is a step by step guide to getting to your goal and living your dreams.

WORKSHEET QUESTION 5-1 WHAT IS YOUR GOAL? This must be measurable. *(EXAMPLE: make \$500 per show, get on AGT, own 12 Axtell puppets, headline a Vegas casino, be the highest paid school show entertainer in my town, write a book, build an entirely new show)*

WORKSHEET QUESTION 5-2. WHAT'S THE GOAL COMPLETION DATE? Be specific. *(EXAMPLE: I will start making \$500 per show by December 25, 2025)*

WORKSHEET QUESTION 5-3 Now you're going to make an ACTION PLAN. What (one thing) do I need to do to make this goal happen BY THE DATE I'VE CHOSEN? *(EXAMPLE: make \$500 per show by December 25, 2025)*

Write this ONE THING down... and IMMEDIATELY go to QUESTION 5-4.

WORKSHEET QUESTION 5-4. NOW... Ask yourself, "Can I do that tomorrow?"

If the answer is "No."... go IMMEDIATELY to QUESTION 5-5.

WORKSHEET QUESTION 5-5. What must I do - FIRST - before I can have this?

Write this ONE THING down...

WORKSHEET QUESTION 5-6. Can I have this tomorrow? No?

What must I do - FIRST - before I can have this?

This continues until you have a step by step ACTION PLAN. Obviously some things will be out of order as you work the process and sometimes you'll need to

have SEVERAL action plans that run simultaneously. If something POPS into your head that's not necessarily IN THE PROPER ORDER go ahead and add it to the ACTION PLAN list. You can put it in the correct list position later. But this way there's LESS confusion and KNOW what the steps are.

EXAMPLE FROM ABOVE - goal is to make \$500 per show by December 25, 2025. ACTION PLAN ITEMS - change price on my web site, make my show LOOK LIKE it's worth \$500, have quotes from CLIENTS that SAY it's worth that much, update my website and promo to LOOK QUALITY, do recon on acts (like mine) that make \$500 a show, and on and on.

Lets review. How do I make an ACTION PLAN.

1. Write the goal down.
2. Ask yourself... can I do THAT tomorrow?
3. If not... write down what you must get done BEFORE THAT...
4. Now ask yourself... can I do THAT tomorrow?
5. If not... write down what must be done before that...
6. Repeat this.
7. At the end of this you'll have a STEP BY STEP action plan.

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