

MONEY GOALS WORKBOOK



Personal Money Goals

**LIST OUT ALL YOUR MUST-HAVE PERSONAL NEEDS
AND EXPENSES**

**LIST OUT ALL THE THINGS YOU WOULD LOVE TO HAVE
IN AN IDEAL WORLD**

**NOW PUT A \$ AMOUNT ON EVERYTHING ON THESE LISTS
THE TOTAL AMOUNT IS YOUR SALARY GOAL**

MY SALARY GOAL IS _____

Business Money Goals

LIST OUT ALL YOUR MUST-HAVE BUSINESS NEEDS AND EXPENSES (INCLUDING YOUR SALARY GOAL)

LIST ALL THE EXPENSES ASSOCIATED WITH ACHIEVING YOUR BUSINESS GOALS (I.E. MARKETING AND ADVERTISING BUDGETS FOR LAUNCHES, WAGES FOR NEW STAFF OR OUTSOURCING)

**NOW PUT A \$ AMOUNT ON EVERYTHING ON THESE LISTS
THE TOTAL AMOUNT IS YOUR INCOME GOAL**

MY INCOME GOAL IS _____

Money Goal Strategy

HOW ARE YOU GOING TO MAKE THIS HAPPEN?

LIST OUT ALL THE OFFERINGS YOU HAVE,
ALONG WITH HOW MUCH YOU CHARGE FOR EACH,
AND HOW MANY YOU CAN REALISTICALLY SELL IN
THE NEXT 12 MONTHS

OFFER	PRICE	CAN SELL	TOTAL
GRAND TOTAL:			

Money Goal Strategy

**HOW MUCH EXTRA DO YOU NEED IN ORDER TO GET THAT
GRAND TOTAL UP TO YOUR INCOME GOAL?**

I NEED AN EXTRA _____

TAKE ANOTHER LOOK AT EVERYTHING YOU HAVE ON OFFER.
IS IT TIME TO RAISE YOUR PRICES?

PLAY AROUND WITH THE NUMBERS, BUMP UP YOUR PRICES A
BIT AND RECALCULATE. IF YOU'RE STILL STRUGGLING TO
MEET YOUR INCOME GOAL, IT MAY BE TIME TO CREATE SOME
NEW INCOME STREAMS.

BRAINSTORM SOME IDEAS BELOW FOR WHAT YOU COULD
CREATE AND LEVERAGE AS PASSIVE INCOME IN ORDER TO
INCREASE YOUR INCOME.

HINT: THE BEST PASSIVE INCOME IDEAS ARE OFTEN BOOKS, ECOURSES, OR BUNDLES OF
EXISTING ELECTRONIC RESOURCES YOU HAVE ALREADY CREATED, THAT CAN BE
PACKAGED UP AND MARKETING AS A LOW-COST ITEM.
THESE CAN BE DIFFICULT TO GET OFF THE GROUND, HOWEVER, SO YOU MIGHT INSTEAD
CONSIDER OFFERING A MODULE AS A BONUS IN OTHER PEOPLE'S EXISTING
PROGRAMMES!

Money Goal Strategy

HOW MUCH ARE YOU GOING TO CHARGE FOR YOUR NEW PASSIVE INCOME PRODUCTS, AND HOW MANY WOULD YOU NEED TO SELL IN ORDER TO REACH YOUR INCOME GOAL?

PLAY AROUND WITH THE NUMBERS UNTIL YOU FIND A COMBINATION TO COVER THE GAP BETWEEN THE TOTAL ON THE PREVIOUS TABLE, AND YOUR INCOME GOAL:

PRODUCT	PRICE	SALES GOAL	TOTAL
GRAND TOTAL:			

Profit First is the leading money management system that effortlessly creates profitable and sustainable businesses.

EJS Business Services is one of just two Certified Profit First Professionals in Australia, specialising in tailored profit strategy solutions for farming and agricultural businesses.

Want to put growth and prosperity at the forefront of your business? Join the revolution that is Profit First.

If you are ready to transform your business from a cash-eating monster to a money-making machine...
you need Profit First!

For more information visit

www.ejsbusinessservices.com