



A step-by-step guide
to getting yourself set up for
success, no matter what level
of experience you have.





Hey There!!!

A note from Tara.....

Starting something new, changing your habits, setting goals and designing the future you want can feel a little awkward at first. I get it! I started where you are right now. I was stressed out, burned out and ready to quit at all my businesses and just get a job. Well, until I came across some coaching programs.

Without boring you with all the details of the programs I have purchased, I'll just say that without them, I would still be lost as a goose and probably working a job I hate. At this point in life, I had already left my law enforcement career that I loved and was a full-time entrepreneur. I needed to find my way! Figure out what God really wanted me to do and make whatever changes were necessary! As you can imagine, it wasn't easy (those other family members depend on you for stuff like food and fun).



In my network marketing business I had gone from making a consistent pay check to barely making anything at all. I decided I needed to really analyze my business and see what changes I needed to make. I started to study the industry and see what it was that all the other successful people were doing to make money. I was blown away with what I learned. I was barely making \$100k over a course of a few years but there were others in the industry making that much a month!!

What I found was > I was with the wrong company, the comp plan was not intended for residual income and unfortunately the systems were outdated. Our company was great and I loved what they stood for but at the end of the day, if you're going to work a network marketing business, you and your team should be making money. I decided I was going to find out whatever I needed so my team and I could win together!

I started working with some of the top business leaders in the industry, learning as much as I could so I would be better prepared to help others. As I started to learn and implement better leadership skills and create an unstoppable mindset, I built a property management company that has become quite successful. My drive to help others create multiple streams of income has also led me to teaching others how to start their own business.

When you open your mind to other possibilities, BIG things can happen.

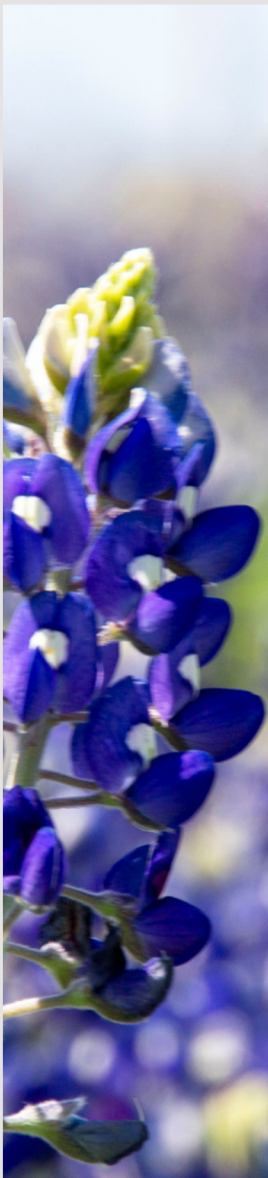


Sure, I had some success in my law enforcement career, my network marketing business and my property management company but I know what it feels like to be frustrated, feel defeated, lost and to get passed over for a promotion. I know what it feels like to bang your head against the wall feeling like no matter what you do NOTHING is working. I know what it feels like to have your family wonder if your business is going to ever make any money. I get it.. But you don't have to stay stuck there anymore.

The GOOD NEWS is once you learn the foundation of success, you will be better prepared for anything you do. Your mindset will be unstoppable, your drive will always be in forward motion and your leadership will be reflective. But, it all starts with becoming crystal clear on what it is you want out of life and business! With success, there's good, there's bad and then there's the ugly.

It's not always easy, but it's worth it.

THE FOUNDATION OF SUCCESS



"Most people think they need 36 hours in a day, when in reality they are just lacking a crystal clear vision of what they want out of their own personal lives."

- Dean Graziosi

How many things can you rattle off right now that you don't want?

- Tired of driving a crappy car
- Tired of not being able to pay your bills on time
- Tired of a job you aren't passionate about...

Most people can list what they don't want much faster than listing what they do want out of life.

Take a few minutes and write down as many things as you could imagine that you want to do in your lifetime. It doesn't matter what it costs or how ridiculous it sounds, if you can dream it, you can achieve it.

WHAT DO YOU WANT?

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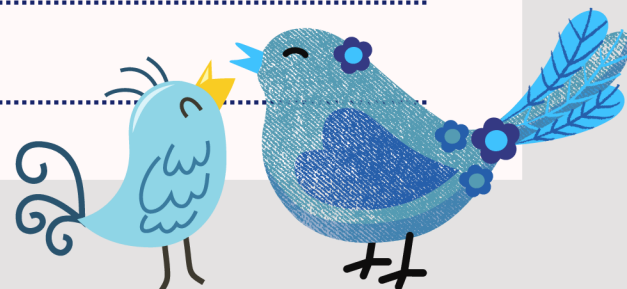
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Step-by-Step Guide To Building The Foundation Of Success

#1: Acknowledging where you are right now.

- Wheel of life assessment
 - _____
- What do you need to work on?
 - _____
- What areas are you lacking the most in?
 - _____
- What category do you commit to improving?
 - _____

#2: Get clear on where you want to go.

- Mission Statement / PSP
 - _____
- Making a declaration of what you want to achieve
 - _____
- Focus on where you want to go
 - _____
- Write it down and put a date on it.
 - _____



#3: Look back from the future, 1 year from now

- How much money are you making?
 - _____
- How much money have you saved up?
 - _____
- Who are you taking care of financially?
 - _____
- Where do you work?
 - _____
- What does your life look like when it's a year in the future as you look back to reflect on the best year you've ever had?
 - _____

#4: Identify your WHY

- Without depth in your purpose you can't push through the hard times.
 - _____
- 7 Levels Narrow & Deep Worksheet
 - The foundation of all success - WHY
- What's the driving force that keeps you on track?
 - _____

7 LEVELS NARROW

To help you discover what you're passionate about and what really gets you to jump out of bed, let's go through the 7 LEVELS NARROW. This will help you discover your true WHAT as well as your WHY. Completing this exercise might also help you discover a new business idea too.

1. What are you good at? _____

2. What problems can you solve? _____

3. If you had 5 minutes right now to be in front of an audience, either on camera or on stage, what would you share or teach about?



4. Out of your talents and skills, what do you enjoy the most? _____

5. Out of your talents & skills, what do people need? _____

6. Who can you help specifically with what you know? Is there a group of people who could benefit from what you know? _____

7. How can you narrow it down even further? _____

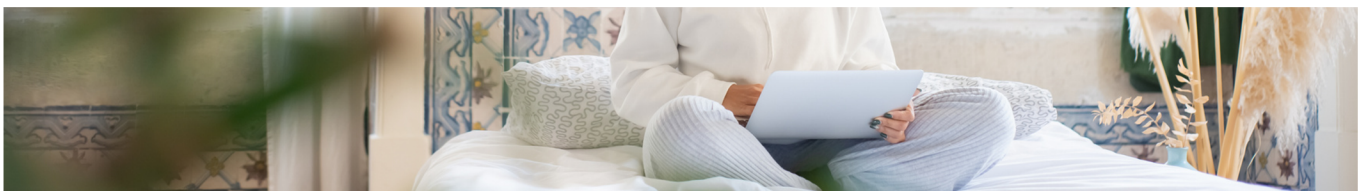
7 LEVELS DEEP

7 LEVELS DEEP will help you discover your why at a deeper level. Now that you have an idea of what you want out of life and what you want to do, let's take it a little deeper!

1. Why are you here? What do you want? _____

2. Why do you want that? _____

3. Why is that? _____



7 LEVELS DEEP

It might seem weird to keep asking yourself why, but stay with it. It's important to get all the way to #7 or go beyond that until you know without a doubt what your final answer is.

4. Why is that (in reference to #3)? _____

5. Why is that? (in reference to #4) _____

6. Why is that? (in reference to #5) _____

7. Why is that? (in reference to #6) _____

YOUR FINAL ANSWER AS TO WHY YOU DO WHAT YOU DO

Success Curves

Success is not a quick trip to the top of any industry. There's no get rich quick scheme that actually works. Success takes time, money and effort. In the beginning, you will spend more time & money while being underpaid for your efforts. Sometimes this phase makes you think your efforts don't matter. But, if you stick with it long enough, you will be rewarded for the time spent and will soon become over paid for your efforts.

1. UNDERPAID FOR TIME SPENT

Maybe you have a full time job with a side hustle or you just started a business. You know what it is like to work late, get up early, skip lunch and continue in beast mode until you have the results you're looking for. Long hours, money spent and restless nights is what it's like for many new business owners. Underpaid in the beginning. Over time, you will become overpaid for the time spent.

2. FRUSTRATION CURVE

Frustration is like change, it's inevitable. Frustration will happen everywhere; at work, in business, in relationships and even in sports. So, if frustration happens regardless of what you're doing, you might as well be doing something you enjoy. During the frustration curve is when you will learn the most.

3. VALLEY OF DEATH

The valley of death is something every leader goes through. There is no escaping it but with an unstoppable mindset, you can get through it with a better perception. People will quit and you might create self-doubt. Just know, this is part of it and if you push through it, you will come out victoriously. Success isn't easy, but it's worth it.



Money does
not change
people. It
reveals their
true
character!

YOUR NON-NEGOTIABLES IN LIFE & BUSINESS

Core Values

An important exercise to help you develop the rules to live by. Success comes from creating your core values > every big company that has a list of core values are more likely to create lasting success = so why wouldn't you do that for your personal life and business?

SAMPLE CORE VALUES

- I am grateful to God
- I have fun
- I am loving & generous
- I am authentic & honest
- I love adventure



SAMPLE CORE VALUES

- I will live responsibly
- I pursue Kaizen
- I am energetic & full of life
- I am confident & self-assured
- I smile at everyone

An important exercise to help you develop the rules to live by.
Success comes from creating your core values

Core Values / Virtues

- | | | |
|---|--|--|
| <input type="checkbox"/> Abundance | <input type="checkbox"/> Commitment | <input type="checkbox"/> Encouragement |
| <input type="checkbox"/> Acceptance | <input type="checkbox"/> Community | <input type="checkbox"/> Excellence |
| <input type="checkbox"/> Accomplishment | <input type="checkbox"/> Compassion | <input type="checkbox"/> Fairness |
| <input type="checkbox"/> Accountability | <input type="checkbox"/> Connection | <input type="checkbox"/> Faith |
| <input type="checkbox"/> Achievement | <input type="checkbox"/> Consideration | <input type="checkbox"/> Family |
| <input type="checkbox"/> Actions | <input type="checkbox"/> Consistency | <input type="checkbox"/> Fitness |
| <input type="checkbox"/> Adventure | <input type="checkbox"/> Cooperation | <input type="checkbox"/> Flexibility |
| <input type="checkbox"/> Altruism | <input type="checkbox"/> Courage | <input type="checkbox"/> Focus |
| <input type="checkbox"/> Ambition | <input type="checkbox"/> Creativity | <input type="checkbox"/> Forgiveness |
| <input type="checkbox"/> Appreciation | <input type="checkbox"/> Curiosity | <input type="checkbox"/> Fortitude |
| <input type="checkbox"/> Aspiration | <input type="checkbox"/> Decency | <input type="checkbox"/> Freedom |
| <input type="checkbox"/> Assertiveness | <input type="checkbox"/> Dedication | <input type="checkbox"/> Friendship |
| <input type="checkbox"/> Authenticity | <input type="checkbox"/> Dependability | <input type="checkbox"/> Fulfillment |
| <input type="checkbox"/> Balance | <input type="checkbox"/> Devotion | <input type="checkbox"/> Fun |
| <input type="checkbox"/> Boldness | <input type="checkbox"/> Discipline | <input type="checkbox"/> Generosity |
| <input type="checkbox"/> Brilliance | <input type="checkbox"/> Drive | <input type="checkbox"/> Genuine |
| <input type="checkbox"/> Calmness | <input type="checkbox"/> Easy Going | <input type="checkbox"/> Giving |
| <input type="checkbox"/> Caring | <input type="checkbox"/> Education | <input type="checkbox"/> Gracious |
| <input type="checkbox"/> Charity | <input type="checkbox"/> Efficiency | <input type="checkbox"/> Gratitude |
| <input type="checkbox"/> Clarity | <input type="checkbox"/> Empathy | <input type="checkbox"/> Growth |

Core Values / Virtues

- | | | |
|---|--|--|
| <input type="checkbox"/> Hard Working | <input type="checkbox"/> Love | <input type="checkbox"/> Respect |
| <input type="checkbox"/> Help | <input type="checkbox"/> Loyalty | <input type="checkbox"/> Righteous |
| <input type="checkbox"/> Helpful | <input type="checkbox"/> Mercy | <input type="checkbox"/> Sacrafice |
| <input type="checkbox"/> Honesty | <input type="checkbox"/> Moderation | <input type="checkbox"/> Self-Discipline |
| <input type="checkbox"/> Honor | <input type="checkbox"/> Modesty | <input type="checkbox"/> Self-Control |
| <input type="checkbox"/> Hope | <input type="checkbox"/> Open | <input type="checkbox"/> Sincerity |
| <input type="checkbox"/> Humility | <input type="checkbox"/> Open Mindedness | <input type="checkbox"/> Sobriety |
| <input type="checkbox"/> Humor | <input type="checkbox"/> Optimism | <input type="checkbox"/> Spirituality |
| <input type="checkbox"/> Industiousness | <input type="checkbox"/> Originality | <input type="checkbox"/> Stamina |
| <input type="checkbox"/> Ingenuity | <input type="checkbox"/> Passion | <input type="checkbox"/> Strength |
| <input type="checkbox"/> Initiative | <input type="checkbox"/> Patience | <input type="checkbox"/> Success |
| <input type="checkbox"/> Innovation | <input type="checkbox"/> Peace | <input type="checkbox"/> Supportive |
| <input type="checkbox"/> Integrity | <input type="checkbox"/> Perseverance | <input type="checkbox"/> Thoughtful |
| <input type="checkbox"/> Intellegence | <input type="checkbox"/> Persistence | <input type="checkbox"/> Tollerance |
| <input type="checkbox"/> Joy | <input type="checkbox"/> Philanthropy | <input type="checkbox"/> Trust |
| <input type="checkbox"/> Justice | <input type="checkbox"/> Prudence | <input type="checkbox"/> Understanding |
| <input type="checkbox"/> Kindness | <input type="checkbox"/> Purpose | <input type="checkbox"/> Valor |
| <input type="checkbox"/> Knowledge | <input type="checkbox"/> Recognition | <input type="checkbox"/> Virtue |
| <input type="checkbox"/> Leadership | <input type="checkbox"/> Relationships | <input type="checkbox"/> Vitality |
| <input type="checkbox"/> Learning | <input type="checkbox"/> Resourceful | <input type="checkbox"/> Wisdom |

MY CORE VALUES

Create your list of core values, but no more than 10. Focus on these daily so as you make decisions in business and in life, you will continue to live by them. Post them where you can see them.

MY CORE VALUES

- _____
- _____
- _____
- _____
- _____



- _____
- _____
- _____
- _____
- _____

MY CORE VALUES

Now that you have your list of Core Values, let's expand upon them. For each Core Value, take a moment to explain why each one is important to you. Your Core Values will be the foundation for the person you are becoming. Living life and doing business according to your Core Values helps you make decisions that are in line with your beliefs and principles, leading to a more fulfilling and authentic life. This will also enable you to build stronger relationships with others, as you are more likely to attract people who share similar values and beliefs. Your values will help you handle difficult situations with confidence.

"Personally, I believe having a personal core values list creates a much more happy, fulfilled and prosperous life." - Matt Morris

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____
10. _____

WHEEL OF LIFE ASSESSMENT

THE WHEEL OF LIFE IS A GREAT TOOL THAT HELPS YOU BETTER UNDERSTAND WHAT YOU CAN DO TO MAKE YOUR LIFE MORE BALANCED.

THINK ABOUT THE 8 LIFE CATEGORIES BELOW, AND RATE THEM FROM 1 - 10.

YOU WILL SEE WHAT AREAS ARE IN NEED OF IMPROVEMENT. DO THIS EXERCISE EVERY 3 MONTHS.

MARK YOUR SCORE FOR EACH CATEGORY FROM THE PREVIOUS LIFE MASTERY ASSESSMENT AND COLOR IN EACH SPOKE OF THE WHEEL ACCORDING TO YOUR ANSWERS.

AFTER YOU HAVE COMPLETED THIS EXERCISE, USE THE RESULTS TO CREATE AN ACTION PLAN TO HELP YOU WORK TOWARDS YOUR MISSION / PERSONAL STRATEGIC PLAN.



WHEEL OF LIFE ASSESSMENT

Fuel / Personal Development

I am extremely motivated, hungry to learn and grow myself and my skills through personal development:

1 2 3 4 5 6 7 8 9 10

I regularly and consistently grow myself by reading books, listening to audios, consuming courses and attend events.

1 2 3 4 5 6 7 8 9 10

I have a mentor / coach who is helping me achieve mastery in my field.

1 2 3 4 5 6 7 8 9 10

My knowledge level is in the top 1% compared to everyone else in my field.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan with a powerful vision of this category of my life.

1 2 3 4 5 6 7 8 9 10

Fuel Score: _____ X 2 = _____

Fitness

I exercise regularly and have abundant levels of energy

1 2 3 4 5 6 7 8 9 10

I almost always eat healthy and rarely eat fried foods or junk food.

1 2 3 4 5 6 7 8 9 10

I never drink alcohol to excess, smoke or use any tobacco products.

1 2 3 4 5 6 7 8 9 10

I get regular physical exams and dental check ups. I am free from physical ailments.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan and have a powerful vision for this category of my life.

1 2 3 4 5 6 7 8 9 10

Fitness Score: _____ X 2 = _____

WHEEL OF LIFE ASSESSMENT

Friends

I have amazing friends that support me and add value to my life.

1 2 3 4 5 6 7 8 9 10

I consider myself to be an amazing friend, supporting them and adding value to their life.

1 2 3 4 5 6 7 8 9 10

I see and / or talk to my friends regularly.

1 2 3 4 5 6 7 8 9 10

I have an active social life.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan with a powerful vision of this category of my life.

1 2 3 4 5 6 7 8 9 10

Fuel Score: _____ X 2 = _____

Family

I have a passionate love life that completely fulfills my needs.

1 2 3 4 5 6 7 8 9 10

I regularly spend quality time with my family and romantic partner.

1 2 3 4 5 6 7 8 9 10

I feel completely supported and loved by my family and romantic partner.

1 2 3 4 5 6 7 8 9 10

My family and romantic partner feel completely supported and loved by me.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan and have a powerful vision for this category of my life.

1 2 3 4 5 6 7 8 9 10

Fitness Score: _____ X 2 = _____

WHEEL OF LIFE ASSESSMENT

Fun

I regularly spend time on hobbies and activities outside of my career that I am passionate about.

1 2 3 4 5 6 7 8 9 10

I take regular trips / vacations to relax and recharge

1 2 3 4 5 6 7 8 9 10

I try new things often.

1 2 3 4 5 6 7 8 9 10

I regularly check off bucket list dreams that excite me.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan with a powerful vision of this category of my life.

1 2 3 4 5 6 7 8 9 10

Fuel Score: _____ X 2 = _____

Faith

I am spiritually grounded and have a strong connection to God.

1 2 3 4 5 6 7 8 9 10

I take time for things such as meditation or prayer every day.

1 2 3 4 5 6 7 8 9 10

I have a strong sense of peacefulness in my life and rarely experience stress, anxiety and overwhelm.

1 2 3 4 5 6 7 8 9 10

I live with a strong sense of gratitude and purpose.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan and have a powerful vision for this category of my life.

1 2 3 4 5 6 7 8 9 10

Fitness Score: _____ X 2 = _____

WHEEL OF LIFE ASSESSMENT

Field

I am passionate about my career and love what I do.

1 2 3 4 5 6 7 8 9 10

My work fulfills me and helps me live my core purpose.

1 2 3 4 5 6 7 8 9 10

I am consistently growing and achieving my goals.

1 2 3 4 5 6 7 8 9 10

I am extremely talented in my career and consider myself to be a strong leader.

1 2 3 4 5 6 7 8 9 10

I have clear goals with an action plan with a powerful vision of this category of my life.

1 2 3 4 5 6 7 8 9 10

Fuel Score: _____ X 2 = _____

Finance

I feel abundant and extremely confident in my ability to grow my wealth.

1 2 3 4 5 6 7 8 9 10

I have 6 months of living expenses in cash reserve.

1 2 3 4 5 6 7 8 9 10

I am consistently and rapidly growing my net worth.

1 2 3 4 5 6 7 8 9 10

I am completely happy with how my investments are growing my financial wealth.

1 2 3 4 5 6 7 8 9 10

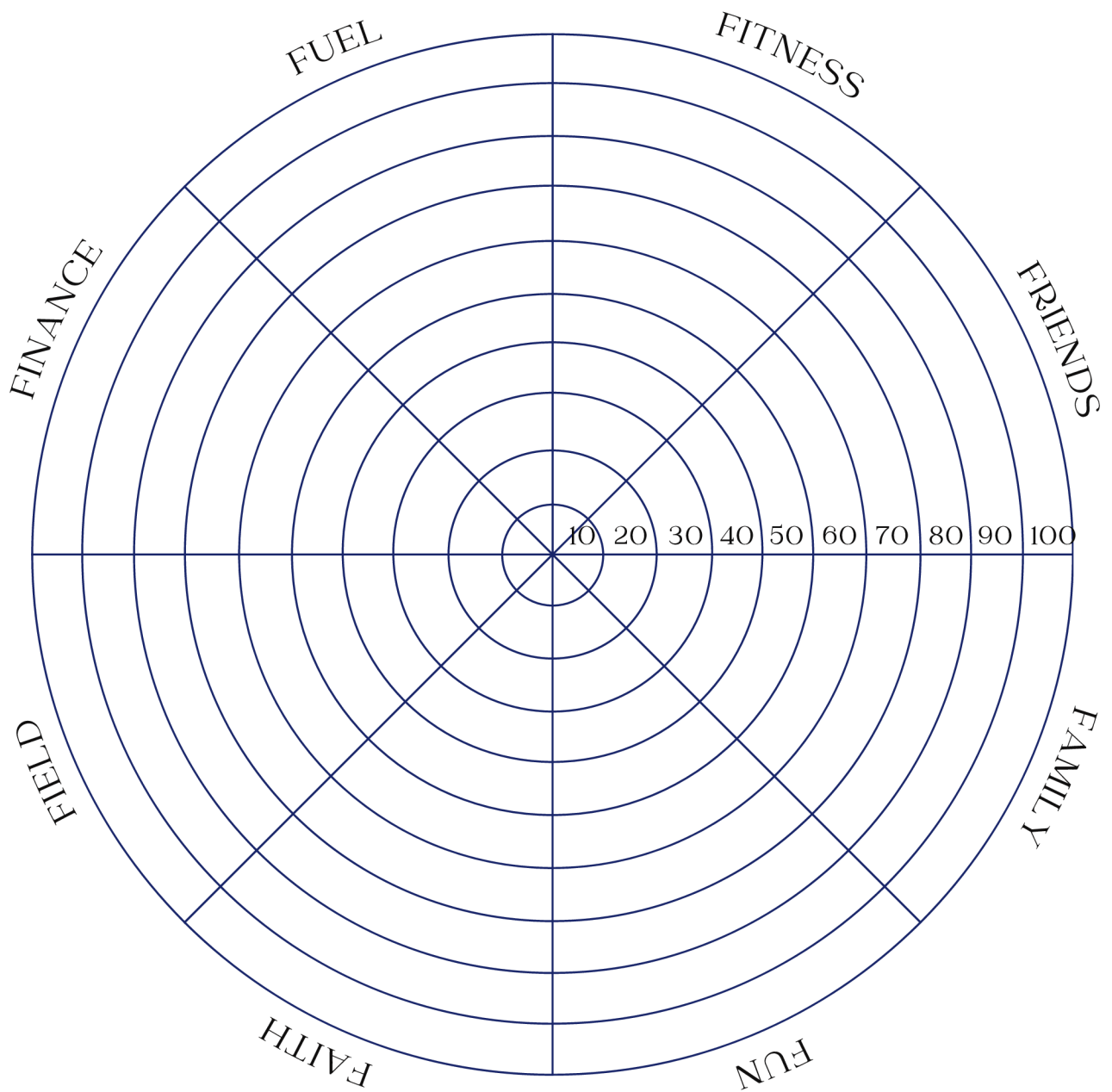
I have clear goals with an action plan and have a powerful vision for this category of my life.

1 2 3 4 5 6 7 8 9 10

Fitness Score: _____ X 2 = _____

WHEEL OF

LIFE



05

YOUR PERSONAL STRATEGIC PLAN

Personal Strategic Plans are designed to help you create and achieve your mission.

- Declaration to create something in the future that wasn't going to happen anyway.
- It is more than a to-do list and goal setting
- It compels you to jump out of bed in the morning
- Something you are hungry to create
- Specific and measurable commitments
- Working to accomplish what you originally set out to accomplish
- Once you have made your declaration, put a date on it



05

WHAT'S YOUR PLAN?

Create your Personal Strategic Plan

I, _____, declare that I will achieve
(name)

(desired achievement)

by _____ at ____:____ PM / AM
(date) (time)