

Achieving Your Goals

The Power of The Ninja Planner

A Ninja Lesson with Larry Kendall & Erik Hardy (Creator of the Ninja Planner)

1. The goal of Ninja Selling is to “Increase your income per hour so you can have a _____.”
2. Ninja’s product is _____.
3. The Ninja Success Formula: _____.

The 4 Disciplines of Execution by Chris McChesney, Sean Covey, and Jim Huling

4. Discipline #1: Focus on Your WIG!

- Wildly Important Goals (WIGs) are simply defined: If I don’t do X goal by the deadline, I will fail. WIGs need to be a battle that wins a war.
- Focus only on 1 or 2 WIGs at a time.
- Your WIG must be measurable:

“How will we know when we’ve succeeded?”

- WIGs are “Lag Measures”
 - Lag Measures track the _____.
 - Your income is a _____.
 - Your # of listings is a _____.
 - Your performance that drove them is in the past.
 - By the time you get to your WIG, you can’t fix it. It is history!

5. Discipline #2: Act on Your Lead Measures.

- Lead Measures drive Lag Measures.
- Cause drives effect.
- Activities drive goals.
- When you do your lead measures, your lag measures _____.

- Great Lead Measures are:

- _____
- _____
- _____
- _____

- Your best Lead Measures are your _____.

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

“The genius behind Ninja is that it documents the Lead Measures.” – Joseph Penta

6. Discipline #3: Keep a Compelling Scoreboard

- Your scoreboard tracks your Lead Measures.
- Ninja Nine predicts your results.
- F.O.R.D. and Record. The Ninja Planner and Scoreboard
- Write it down. Why use a scoreboard?

“Research has shown that of all forms of human motivation, the most effective one is progress.” – Dr. Frederick Herzberg

- Why use a planner?
 - Focus on productive activities and production takes care of itself.
 - It provides a compelling scoreboard of your activities.
 - It creates focus and helps you avoid distractions.
 - It provides self-accountability.
 - Managers coaching sales associates in a slump – “Show me your planner.”

- Using Your Ninja Planner with the creator, Erik Hardy:
 - Training videos available at www.MonumentalLiving.com
 - What’s in the box? Ninja Planner tools.

 - Monthly view of the Ninja Planner

 - Weekly view of the Ninja Planner

7. Discipline #4: Cadence of Responsibility

- Weekly agenda – set time
- Review your scoreboard.
- Learn from last week.
- Make new commitments for this week. Time block.

For more information on using the Ninja Planner:
 Contact Erik Hardy at Erik@MonumentalLiving.com