

Joe Eilers'

Absolute Control of Your Time

**& Everything Else
That Matters**

Module 2

“Get Your Head on Straight”

Taking absolute control of your time and everything else that matters starts with a few key decisions. If you skip this step, just quit now and hang it up. What I've got will be of no value to you.

The scope of absolute control will be covered in 7 basic steps. This assignment will walk you through steps 1, 2 and 3.

Let's Begin!

Step 1: How Many Hours a Week You Want to Work

Let's make this simple...

How many hours a week do you work currently? _____ p/week

How many hours a week would you like to work? _____ p/week

That was easy right?

*Keep in mind the pre-work you hopefully did on deciding what you're going to do with the extra time you're about to gain. Are any of those activities you filled up your 10 hours with going to cost you? If so, did you account for that in your additional income levels you just filled if above?

Step 2: How Much Do You Want to Make

What dollar amount from all of your job-related earnings, including base pay, commissions, bonuses, etc. Since this is work related, don't include any money from unrelated activities.

Total Amount you earn now from these sources? \$ _____ p/year

Total Amount you WANT to earn from these sources? \$ _____ p/year

Step 3: Determine Your Required Sales Volume

I will have to sell \$_____ this year to generate the net take home pay I stated above.

*I'm completely aware, that this may be dependant on type of sales, volume, customer type etc. But we've got to have a number to work off of. Come up with the best number possible.

**By the way, this may change later, as we take a more in depth look into what you should really be selling.

Wrap Up

Once you've figured out all of these figures, you now have a starting point to move forward. You can always revise this information later.

Move on to Module 3!