

# ProfitMancer

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## MONEY MASTERY

Certification - SMART  
Goals: Not Just Smart,  
Einstein-Level Brilliant

TRANSCRIPT

## Introduction

Welcome, Certification peeps to a pivotal segment of our certification program. Today, we're working on "SMART Goals: Not Just Smart, Einstein-Level Brilliant," a crucial module designed to propel your clients from goal setting to goal getting. Understanding how to effectively leverage this content will enable you to guide your clients into action mode, ensuring they not only dream big but also act decisively.

## Why SMART Goals Now?

At this place in the Money Mastery program, we delve into SMART goals to transition our clients from the foundational mindset work to tangible action. The essence of setting SMART goals is not just about clarity and precision; it's about catalyzing movement towards achieving financial mastery. As coaches and consultants, your role transcends goal setting; it encompasses fostering accountability and celebrating actionable steps toward those goals.

We want to move people to getting wins so they can get the dopamine rush associated with success and continue to be motivated.

## 1:1 Coaching Tips

In one-on-one settings, your advantage lies in personalized attention. Utilize the "SMART Goals" content to:

- **Deep Dive:** Encourage a thorough exploration of each aspect of their SMART goals. Ask probing questions to ensure goals are not only specific and measurable but deeply aligned with their financial aspirations.
- **Actionable Steps:** Break down the goals into actionable steps. Focus on what can be achieved in the next 90 days to maintain momentum and enthusiasm.
- **Personal Accountability:** Offer regular check-ins, focusing on progress and hurdles. Celebrate every small win to keep motivation high.

## Group Program Strategies

Group settings offer the dynamic of shared experiences and collective motivation. Here's how to maximize the "SMART Goals" module in a group:

- **Collective Brainstorming:** Facilitate group discussions where participants can share their goals and receive feedback, enriching their goal-setting process with diverse insights.
- **Accountability Partners:** Strongly encourage participants to pair up for accountability. This partnership becomes a powerful motivator, as peers hold each other to their commitments.
- **Group Milestones:** Set group milestones and celebrate them together. This fosters a sense of community achievement and shared success.

## Facilitating Accountability Sessions

Whether in group settings or 1:1, accountability sessions are key to moving from planning to action. Here's a simple framework for an effective accountability session:

- **Check-In:** Start with a personal check-in. How are they feeling? What successes or challenges have they faced since the last session?
- **Review Goals:** Briefly review the SMART goals set in the previous session. What progress has been made? Celebrate any and all advancements.
- **Identify Barriers:** Discuss any obstacles encountered. Offer support in brainstorming solutions or adjusting goals as necessary.
- **Set Next Steps:** Identify specific actions to be taken before the next meeting. These should be achievable steps that move them closer to their goals.
- **Motivational Close:** End on a high note. Reinforce their capability and resilience. Remind them of the power of their actions and the reality of their dreams when pursued with determination.

## Conclusion

Implementing the "SMART Goals: Not Just Smart, Einstein-Level Brilliant" content is about more than goal setting; it's about igniting a transformative process in your clients' financial journeys. Your guidance, coupled with actionable strategies and a focus on accountability, will not only propel your clients toward their goals but also cultivate a mindset of achievement and progress. Let's ensure that the goals they set become the successes they live.