



## Lesson 9 – Vision

When you have a vision something happens far beyond goal setting. To me it feels like an energy is created around the realization of the vision. My vision to do sales training for my career has become a lifelong focus for me. Each day I make a little more progress towards my longterm vision.

I use vision as a primary strategy in my business. It is a go to strategy that I use on a regular basis.

We are on principle 9. Begin to think about combining principles.

You can apply CSI to Sales Mountain. You can also set goals around the development of Sales Mountain and use time management to schedule time to work on Sales Mountain.

My ideas are influenced by many people, seminars, books and other forms of content like podcasts and videos. The vision formula I learned is as follows.

Clean slate  
Create a vision  
Creates a space  
Enroll others into the space

### 2004 Protégé Program

From a clean slate I created a vision of 1,000 Protégés. That created a space. I then enrolled others into the space. I now have over 8,000 Protégés.

### CSI Facebook Group

From a clean slate I created a vision to have a motivational Facebook group with 10,000 members. This created a space. The group and I are enrolling others into the space. We are at 2,800 and counting.

You can use the vision formula in all areas of your life.

You can have a vision for how many new clients you are going to get  
You can have a vision you net worth  
You can have a vision for finding your soulmate  
You can have a vision for building your team  
You can have a vision for your health



The vision is going to begin in thought. The thought could come from a spontaneous flash of inspiration. It could come from a dream. The best way to intentionally create vision is by asking yourself questions. Your brain will answer virtually any question you ask yourself.

Here are some examples of questions to ask.

What is my vision for \_\_\_\_\_?

What do I want in regards to my career?

How many new accounts do I want the rest of this year?

Bonus Video – Creating a longterm vision - <https://ericlofholm.lpages.co/sprint-june10/>