



Cindy Ertman's

TOTAL SUCCESS BLUEPRINT

“Lean into your power. Redefine your story and expand your vision for what is possible.”
– ***Cindy Ertman***

My *90 Day Total Success Blueprint* is a powerful transformational tool that was created with you in mind because I believe the first rule of designing your ideal life is to make intentional choices that are in alignment with your life's purpose and vision. This tool supports you in setting goals and aligning action plans to create profound shifts in 7 key areas of your life to create your life by design. Just a few small changes in your habits, mental attitude and daily routine can have an amazing impact on the way you experience life.

It is never too late to rewrite your story. When you make the choice to consciously shake up your life and take deliberate risk for the sake of growth, amazing things can happen. I am excited you are on this journey! Here's to discovering your own defining difference and making intentional choices to build the life you desire.

To Your Success,

Cindy

Cindy Ertman

Founder of The Defining Difference



TOTAL SUCCESS BLUEPRINT

The *90 Day Total Success Blueprint* is a powerful tool that teaches you how to master the power of intentional choice to bring your life vision to reality. This tool will help you to define 3 high-impact goals for seven (7) key areas of your life and 3 specific, supporting action steps to accomplish each goal.

Seven (7) Key Areas of Your Life

1. Career/Work
2. Health/Wellness
3. Family/Relationship
4. Personal Growth
5. Personal Finance
6. Spiritual
7. Contribution



GOALS & ACTIONS OVERVIEW GUIDE

INTENTIONAL CHOICES

CAREER/WORK	HEALTH/ WELLNESS	FAMILY/ RELATIONSHIPS	PERSONAL GROWTH	PERSONAL FINANCE	SPIRITUAL	CONTRIBUTION
GOAL #1	GOAL #2	GOAL #3	GOAL #4	GOAL #5	GOAL #6	GOAL #7
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
_____	_____	_____	_____	_____	_____	_____
3 BIG actions I must take to move this goal forward...	3 BIG actions I must take to move this goal forward...	3 BIG actions I must take to move this goal forward...	3 BIG actions I must take to move this goal forward...	3 BIG actions I must take to move this goal forward...	3 BIG actions I must take to move this goal forward...	3 BIG actions I must take to move this goal forward...
1. _____	1. _____	1. _____	1. _____	1. _____	1. _____	1. _____
_____	_____	_____	_____	_____	_____	_____
2. _____	2. _____	2. _____	2. _____	2. _____	2. _____	2. _____
_____	_____	_____	_____	_____	_____	_____
3. _____	3. _____	3. _____	3. _____	3. _____	3. _____	3. _____
_____	_____	_____	_____	_____	_____	_____

EXAMPLE

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____

TOTAL SUCCESS BLUEPRINT

GOALS & ACTION ITEM EXAMPLES

Career/Work Goals <ul style="list-style-type: none"> • Income goals for the year • How many Sales _____ • Management • Partners • Hire Asst. • Marketing Plan 	Career/Work Action Items <ul style="list-style-type: none"> • 5 income producing activities • Who to call by when? • Call past clients & do check in • Write job description & place ad • Postcard Mailing • Map marketing efforts (next 6 mo.)
Health/Wellness Goals <ul style="list-style-type: none"> • Lose 15 lbs. • Start yoga class • Change diet- eat healthier • No alcohol Mon.-Thurs. • Give up Soda • Quit Smoking • Get physical & recommended preventative tests • 8 hours of sleep • Meditation 	Health/Wellness Action Items <ul style="list-style-type: none"> • Google yoga studios • Book 3 classes • Hire trainer • Make daily healthy smoothies • No sugar- rid house of sugar • Download Deepak 15 minute meditation • Fitness band (Nike Fuel band or Fit Bit band. etc.) • Run a marathon • Plant a garden in my backyard
Family/Relationship Goals <ul style="list-style-type: none"> • Spend more quality time together • Establish traditions • Spend time alone as a couple • Memorable Family Vacations • Eat more meals together • Improve home environment 	Family/Relationship Action Items <ul style="list-style-type: none"> • Determine the “must attend” functions for children’s school activities & schedule to be there • Take turns planning special “date nights” • Schedule dinner when the entire family can attend • Set home traditions for special holidays • Make sure to clean and spruce up home environment so your home is a sanctuary & escape from life



TOTAL SUCCESS BLUEPRINT

GOALS & ACTION ITEM EXAMPLES

Personal Growth Goals <ul style="list-style-type: none"> • Do something each week that reinvigorates your mind • Learn another language • Learn how to play an instrument • Extracurricular activities that stretch me and help me grow • Study a topic that I find interesting 	Personal Growth Action Items <ul style="list-style-type: none"> • Listen to motivational audio CD's on way to and from work • Buy Rosetta Stone program to learn Spanish • Take cooking class • Go to live event for motivational/inspirational speaker • Buy books on coin collecting
Personal Finance Goals <ul style="list-style-type: none"> • Pay off a loan early • Save extra money for that special something • Post life planning • Learn more about investing • Save on interest charges • Take total control of finances 	Personal Finance Action Items <ul style="list-style-type: none"> • Pay off a loan early • Consolidate loans • Pay off credit cards • Refinance home mortgage • Refinance loans • Get a will • Analyze home expenses & figure out ways to save
Spiritual Goals <ul style="list-style-type: none"> • Study other religions • Become more mindful & present • Increase the amount of my positive thoughts and prayers 	Spiritual Action Items <ul style="list-style-type: none"> • Go to Sunday Services • Meditate • Read book on Mindfulness • Pray daily
Contribution Goals <ul style="list-style-type: none"> • Give back to those who need my help • Live my legacy • Become more eco-friendly • Improve my connection with friends, relatives, etc. 	Contribution Items <ul style="list-style-type: none"> • Become a Big Brother/Big Sister • Recycle • Write a book on a topic that I am considered an expert • Become active in charitable cause for which I am passionate (women's shelter, soup kitchen, etc.) • Buy cards and send to those I haven't connected with in a while



TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

CAREER/WORK - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

CAREER/WORK - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

CAREER/WORK - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____



TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

HEALTH/WELLNESS - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

HEALTH/WELLNESS - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

HEALTH/WELLNESS - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____

TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

FAMILY/RELATIONSHIPS - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

FAMILY/RELATIONSHIPS - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

FAMILY/RELATIONSHIPS - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____



TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

PERSONAL GROWTH - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

PERSONAL GROWTH - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

PERSONAL GROWTH - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____

TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

PERSONAL FINANCE - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

PERSONAL FINANCE - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

PERSONAL FINANCE - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNT ABILITY PARTNER: _____ MOBILE # _____

TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

SPIRITUAL - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

SPIRITUAL - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

SPIRITUAL - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____



TOTAL SUCCESS BLUEPRINT

NAME: _____ DATE: _____

CONTRIBUTION - GOAL #1

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

CONTRIBUTION - GOAL #2

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

CONTRIBUTION - GOAL #3

3 BIG actions I must take to move this goal forward...

1. _____

2. _____

3. _____

MY ACCOUNTABILITY PARTNER: _____ MOBILE #: _____