

## Goal Setting Part III

If you're like me or probably most men for that matter; when you buy a new piece of equipment you start putting it together instead of reading the instruction to learn how to properly do it. It is only after we make a mess of it that we consult the instruction to get a better understanding of what we're doing. In this series I've opted to go through the instructions first, so you can truly understand what you're doing. So far we've discussed the incredible benefits of having this piece of equipment(YOUR GOALS)and we have explored some of the reasons why most people resist setting goals. In today's lesson, we will look at some of the nuts and bolts-some important ideas you should consider when setting goals.

### 1. They are written

This extremely important. When you write your goals down, you make them concrete. Having them only in your mind is wishful thinking. Having them written down is commitment. Choosing to write down powerful goals means that you are at the same time choosing to live a compelling future. Remember that all the studies show that people who write their goals down are ten times more likely to achieve them compared to those who simply have their goals in their heads.

### 2. Goals should be specific

You need to be clear about what it is that you are working to achieve. Clarity attracts and will help you to better measure and evaluate your progress.

Goals like I want to have lots of money, or I want to lose weight are simply too hazy... too ambiguous. They cannot be measured. Saying that I want to have a net worth of 1 million dollars or I want to lose 15 pounds is far more specific.

### 3.Goals should be challenging but realistic.

Many would say that having a goal to be a Jamaican bobsledder was unrealistic. I think we proved that it wasn't. Undoubtedly it was very challenging but all together realistic. Back in 1988, having a goal to win an Olympic Medal, for us, would not only have been challenging but totally unrealistic. Your goals must be big enough so that they push you out of your comfort zone and cause you to stretch beyond your limitation. The key is to strike a balance. You should have a 50-50 chance of success. In other words, thy should be set at such a level that through effort, the chances of you NOT achieving them is the same as the chances of you succeeding.

While it is true that you can achieve anything you set your mind to, if you are only earning \$50K, don't shoot for earning 500K next year. That's a little bit of a stretch. Instead find a point between where your income is and where you would like it to be. Maybe you chose to double your income to 100K next year. Such a goal would definitely cause you to stretch but would be more believable and therefore more achievable. Once

you've achieved that goal of 100K in income it now become your new platform from which to launch to higher income levels. Of course this principle works for any other goal you may set.

#### **4. Goals should have a deadline.**

Without a deadline our goals are just idle wishes. As human beings we suffer from a disease call procrastination and it causes us to put off for no apparent good reason actions that will move us close to our goals. Having a deadline puts positive pressure on us and gives us a sense of urgency. Make sure though that your deadlines are realistic. As they say...there are no unrealistic goals only unrealistic time frames in which to achieve them.

#### **5. Goals should be well planned**

To increase your chances of success you should have a detailed plan of how you are going to achieve your goals. Write down all the activities that you would need to complete in order to achieve your goals. Prioritize them and review and rewrite the plan to make it as perfect as possible.

Keep On Pushing!

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