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Solutions For The Performance Puzzle



## Setting Goals for a More Successful You

(This article has 817 words and should take 3.27 minutes or less to read. A small price for knowledge!)

The first week of January, I met with a group that has been crucial to for setting and meeting my goals for the year. One member generously provided a series of documents for each of us to use as a guide for determining goals for 2012. Financial, personal, professional and most of all an opportunity to review the best of the previous year. Some of the questions meant exploring and understanding our successes as well as our "not-so-greats". Two group members created a pictorial graph which served as a memorable model. This has become an annual event for our group and one that we all take seriously.

So what is it about this time of the year that goals become so important. A new year, a new beginning, and maybe a new me? Yes, exactly. Whatever happened last year – successes or failures, it's an opportunity to look forward. "People with goals succeed, because they know where they're going." ~ Earl Nightingale

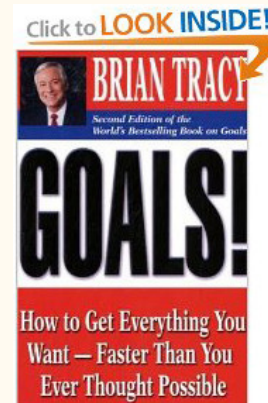
What about people who don't take time to go through the process of setting goals. One reason might be the lack of knowledge of how to go about identifying and setting meaningful and realistic goals.

People resist setting goals for a variety of reasons. They:

- don't believe goals have an important impact on their future
- don't take seriously their own power to design their future
- don't take responsibility for the nature and quality of their lives
- don't know how to set goals
- are afraid of the reactions of others to their goals
- fear their failure to attain the goals they set
- are ashamed of the goals they set in the past that they did not reach

Keep in mind that goals can be large or small. They can be relevant to personal development, business success, personal/relationship achievements, personality qualities, ...almost any area of your life.

### HELP IN IDENTIFYING YOUR GOALS



BOOK OF THE MONTH:  
*Goals! How to Get Everything You Want - Faster Than You Ever Thought Possible* by Brian Tracy

Here are some goal-setting questions to get you started:

**Question #1. What are your five most important values in life?** Decide what's important to you, and in what order. Make sure your values don't conflict with work. Energy spent worrying diminishes your abilities. "To earn trust you must have values. Values are about personal consistency. Values give you a rock solid sense of who you are - what you believe in - which side you are on." ~ Jeffrey Immelt, CEO of General Electric

**Question #2. What are your three most important goals in life, right now?** We all seem amazed when we learn that someone has tripled his or her income, lost 30 pounds, or run a marathon. But when you break it down, each started a little at a time: by being a little more valuable each day, by losing five pounds, or by running one mile a day. The big picture is impressive, but the goals and achievements start with identifying them today.

**Question #3: What is your Action Plan for achieving your Top 3 Goals?** : Break each of your Goals down into daily, weekly and monthly tasks -.bite-size gulps. Ask yourself the following questions:

- What is the most important step I can take TODAY to achieve each of my Goals?
- What is the most important step I can take THIS WEEK to achieve each of my Goals?
- What is the most important step I can take THIS MONTH to achieve each of my Goals?

Now ask yourself, "How does each of my goals pass the SMART test?" (Specific, Measurable, Achievable, Relevant and Time-Based)

Bottom Line: When you answer each of these questions consistently (daily, weekly, monthly), you chart a path, a course, which helps to ensure your success.

**Question #4. What would you do if you won a million dollars cash, tax free, in the lottery tomorrow?** Consider this fact: Seventy percent of lottery winners end up squandering away their winnings. The reason: They had tremendous luck yet no discipline. But when you live with goals, discipline, and confidence of achieving what you set out to achieve, you will almost always win the lottery. It will come some day in the future through your career and personal success.

Attaining a life success depends on many factors: our values, attitude, purpose, and passion for a great life. It may include family, friends, community and helping others. Critical to your success is having written, clear, and a great number of personal goals. You need to know where you are going and how you plan to get there. Your dreams and aspirations must be translated into real and tangible goals with priorities and a time frame. All of this should be in writing, so that it can be reviewed, updated, and revised as necessary.

As your coach, I want you to have the success in life that you richly deserve. Tell me. What are your goals for this year?

*Sherry Greenleaf, RCC*  
Author

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## Seeds of Success

"With greater confidence in yourself and your abilities, you will set bigger goals, make bigger plans, and commit yourself to achieving objectives that today you only dream about."

~Brian Tracy, author and speaker

"One-half of life is luck; the other half is discipline and that's the important half, for without discipline you wouldn't know what to do with luck."

~Carl Zuckmayer, German dramatist

"All glory comes from daring to begin."

~Eugene F. Ware, author