

Living With Passion: Goals

Monday Call, June 5, 2006

The FTC letter: Business Opportunity Rule

Mannabars: ready to ship

“The purpose of goals is to focus our attention. The mind will not reach toward achievement until it has clear objectives. The magic begins when we set goals. It is then the switch is turned on, the current begins to flow, and the power to accomplish becomes a reality.”

From “The Best of Success” compiled by Wynn Davis

Peter Hirsch, Living With Passion

10 Simple Secrets that Guarantee Your Success

Chapter 9: Goals

A comment I came across in a book I was perusing this weekend, “How to live Life on Purpose” by Art Sepulveda

“Each person has a choice to be either a *wandering generality*-a jack of all trades and a master of none-or to be a *meaningful specific*-someone who is focused on a goal.”

1. Your life can be like a Sunday drive or on purpose, by-design journey-to your destination.

A. Destiny, destination all are rooted in a Latin word *destinare*:

To establish or to make fast or firm.

B. Napoleon Hill, “Think and Grow Rich”

He is truly one of the greatest advocates of goal setting and getting.

He was the master. Peter actually met him once, and he said to Peter,

“Peter, if you want to win, if you want success in any endeavor, there

is one and only one quality you will require – definiteness of

purpose.”

C. Goals have power. They have a life of their own.

The Harvard/Yale story?

2. Why do many people not have goals?

A. They have not been sold on any one idea

B. They do not know how to set goals.

C. They are afraid because setting goals involves risk.

D. Because of a lack of self-esteem and self-image. People think they do not deserve success.

Everybody deserves success. In fact, you must live for success. It is your success that becomes contagious, impacts and motivates others. So playing small is not only robbing from yourself, but also robbing others.

So not only do you deserve success but it's also your responsibility.

3. Setting Goals (incredible amount of material out there)

A. If you are having a hard time getting to the heart of what you want, your dreams, here are two questions to ask:

(1) What things do I value most in life?

(2) What have I always wanted to do but was afraid to try?

B. All goals must be written. Carry them around with you. Review them daily.

C. SMART. Although these concepts did not all come from this book, these are great concepts to remember: S=specific, M=measurable, A=attainable, R=risky, and T=timely.

Peter adds "State your goals in positive, present tense, complete with feelings."

D. Share your goals with like-minded people...your champions.

Champions: these are people who take the field on your behalf, they are loyal, committed mentors, friends who fight the fight with and for you.

We all need to be champions as well as have champions. Champion others causes and they will believe in themselves and you.

Absolutely, we all need a support system around our goals.

4. Three parts to accomplishment: results, personal growth and fun

A. Results: these are very empty without defined purpose. So must have clarity around your direction to enjoy results. Example: practicing law for me...incredibly rewarding but incredibly empty.

B. Personal Growth: Rank all of your results you achieve on a scale of 1-10. 10 is perfect, nothing missing...anything less, start to examine and see what could have been done to be a 10. Direct yourself to creative adjustments you need to make. Focus on getting better.

"The most profound thing you can do to bring any and all of your goals to successful manifestation is to BE a successful person."

Goal getting is more the result of who you are than what you are doing.

C. Fun: Reward yourself at every accomplishment, no matter how

small or large. But, make every reward something unique, out of the ordinary.

5. Tips on Getting Your Goals

Effective goal getting involves two simple steps:

A. Reverse goal setting:

Look at your goal as completed. Then ask yourself “what had to happen just before that was achieved” and write it down. Continue to ask that same questions about each accomplishment that was necessary until you have backed yourself up to the current status quo. This will result in a written plan broken down into the doable steps to reach the goal.

B. Consistent Focused Action.

Focus on the steps you’ve outlined. By focusing on the steps you will be able to see the one thing that you need to really focus on consistently to bring about your goal.

This process takes away the fears and replaces them with specific actions that are very doable.

C. Other valuable elements to identify in writing:

- (1) What obstacles do you need to overcome to complete your goal?
- (2) What skills will you need to develop or complete your goal?
- (3) Who are the people you will need to speak with or the resources you will need?
- (4) What other knowledge will you need to reach your goals?

“Set your goals, read them every day, take consistent action focused on accomplishing your goals, and when you do this, you will catch the winds of destiny and live the rewards of joy and adventure that come to everyone sailing the stunning seas of life.”