

GOAL SETTING OUTLINE 7-5-05

Dog chasing tail analogy. - My week – work when you can.

60% of all people don't set goals

10% Set goals but they don't write them down

3% Set goals, write them down and **have a plan.**

3% Achieve their Goals

“The best part of setting goals is who you become in the process.”

Quote by Mary Kay:

“From birth to 14, a woman needs good parents and good health.

From 14-40, she needs good looks.

From 40-60, she needs personality.

And >From 60 on, Honey, she needs cash!”

On page 1 of her autobiography, Mary Kay wrote:

There are four kinds of people in this world:

- **Those who make things happen**
- **Those who watch things happen**
- **Those who wonder what happened**
- **Those who don't know anything happened!**

And she found that people who succeed are set apart by their personalities, objectives, and abilities. Specifically this means that they have:

- **enthusiasm (with purpose)**
- **discipline**
- **willingness (to work, to serve, and to learn)**
- **determination**
- **appreciation of others**

Quote by Tony Robbins:

“**Goals** are a means to an end, not the ultimate purpose of our lives. They are simply a tool to concentrate our focus and move us in a direction. The only reason we really pursue goals is to cause ourselves to expand and grow. Achieving goals by themselves will never make us happy in the long-term. It is who you become as you overcome the obstacles necessary to achieve your goals. That can give you the deepest and most long-lasting sense of fulfillment.”

Isn't that true? It is incredible the woman that you **BECOME** as you overcome all of these obstacles to reach your goals.

Mary Kay has said:

“People with goals succeed and those without fail. It is as simple as that. You must first choose your goal and then write it down and set a time limit. Don't be a dreamer. Be a doer.”

Unfortunately good intentions don't count. You can take good intentions and turn them into challenging goals for yourself. Your good intentions can then become a reality.

What signifies successful goal setting? It is the progressive achievement towards your goal as you are working daily towards that goal - having a tunnel vision towards your goals so that you are focused on that.

What types of goals do you want to set?

- Spiritual Goals.
- Family/Relationship Goals.
- Career Goals.
- Financial
- Physical/Health Goals.
- Mental Goals
- Social/Fun Goals
- Contribution Goals

“God would not allow you to Dream without giving you the ability to achieve that Dream”

YOUR M.A.P. TO ACHIEVE YOUR GOAL

Set Goal – Declare Goal – Frustration – Growth (frustration always proceeds growth) Know you will be tested ***“THE STRONGEST METALS IS FIRED IN THE HOTTEST FLAMES”***

MAKE THE DECISION Decide on your Goal (dream) and when **YOU** want to achieve it

ACTION PLAN - break it down Quarterly- Monthly – Weekly –Daily Activities (IPA's)

Persevere

MAKE THE DECISION

“A time comes when you need to stop waiting for the man you want to become and start being the man you want to be” Bruce Springsteen

“Classy Way” - Directors Income - Handouts

Ask yourself, what do I really want?

Who do I want to be?

How do you want other to describe you?

What do I want to do?

What motivates me?

What am I passionate about?

What do I want to have?

Where do I want to go?

Where do I want to live?

What contribution do I want to make?

What do I want to become?

What do I want to learn?

Who do I want to spend my time with?

How much do I want to earn, save, invest and contribute?

How much time do I want off for fun?

What will I do to create optimum health

GOALS CHECKLIST

1. Your Goals must be yours
2. Your Goals must be meaningful
3. Your Goals must be specific *and* measurable
4. Your Goals must be flexible
5. Your Goals must be challenging and exciting
6. Your Goals must be in alignment with your values
7. Your Goals must be well balanced
8. Your Goals must be realistic – must match your commitment & discipline
9. Your Goals must include contribution
10. Your Goals need to be supported

ACTION PLAN - Goals are made to be Broken..... into bite size pieces.

What do you want? When do you want it? What are you willing to do?

"Learning is defined as a change in behavior. You have learned a thing until you take action and use it" Don Shula and Ken Blanchard

"The real difference between a dream and wishful thinking is what you do day to day"
John Maxwell

TIPS TO ACHIEVING YOUR GOALS

1. Find a purpose that is bigger than you.
 - What is your Passion & Purpose - Find your WHY??
2. Take Personal responsibility to GROW you
 - Listen to tapes – EVERY day
 - Read uplifting books
 - Attend EVERYTHING - including Saturday Boot Camp & Leadership Training
3. DO positive affirmations –
 - WRITE YOUR GOAL DOWN
 - Make affirmations tape (script) –
 - Dream tape (pillow speaker)
4. Visualize your goal
 - Make a goal poster – 80% will come to be
 - Create a Picture Goals Book
 - Use an "Idea Book"
 - Act "As if"
5. Be around positive people - go to your "Amen Corner" –
 - **Attend Success Event, Personal Pink Power**
 - Seek out Mentors – Create a "Master Minds" group (PPP)
 - Listen to Voice Com every day
6. Focus on consistent DAILY ACTIVITY – Be accountable to yourself
 - Book 2 classes per Day - Booking 1st thing in the morning
 - 6 MIT
 - Work Full Circle hold the classes necessary to achieve your goal
7. Get your support systems in place – Tell them what's in it for them -
8. Time Management -
 - Join the 5 O'clock Club
 - Work from your 6 MIT list
 - Use a Weekly Plan Sheet
 - Schedule things only you can do – DELEGATE everything else to others
 - Plan menus 1 week in advance – shop once (could delegate)
 - Work the numbers - Double book and **over** book –
 - Take interviews to classes, Interview after classes or take to Success Event
 - *Schedule @ 2 hours per week for customer service – Deliver 1 or 2 x's per week*