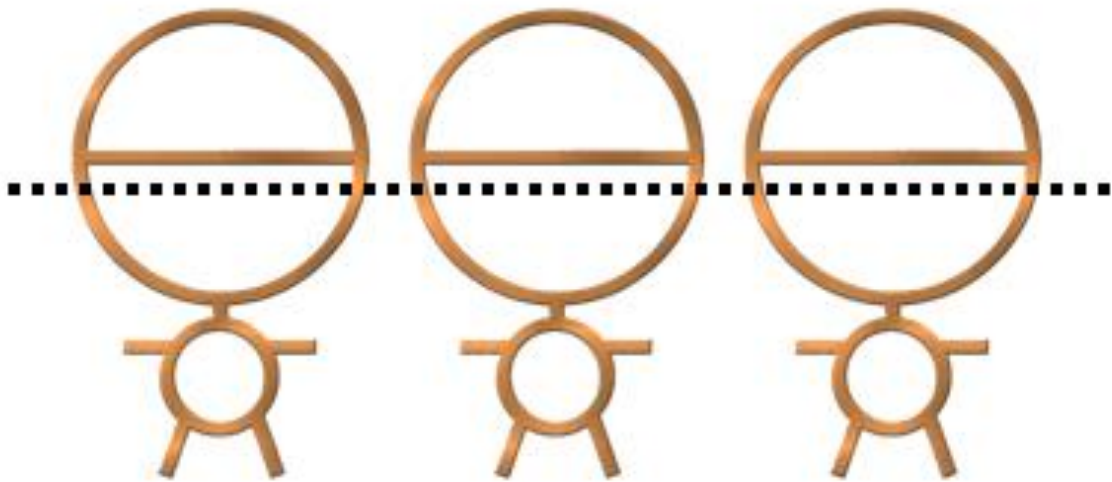


Becoming a Goal Achiever

Session 16 (16)

Magnifying Your Mind



TEAM means:

Together

Everyone

Achieves

More!

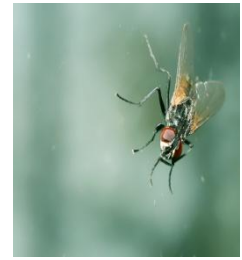
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Trying harder

Trying harder is not always the best solution. Albert Einstein said so truthfully, that problems can not be solved with the same level of thinking that created it.



Just as that fly does not see the opening in the glass door just inches away, because it is set on the task of breaking through the windows with brute force.



Exercise: Trying harder?

What is it that you may be doing in your life where you are trying harder, putting in more and more effort, but without achieving the results you want? What can you decide to make a completely new type of solution to?

**Coming together is a beginning.
Keeping together is progress.
Working together is success.**

Henry Ford

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You²

Price Pritchett, wrote the little book called You² [You, square]. He defines You² as an explosive jump in your personal performance that puts you far beyond the next logical step.

You² is a formula for stunning advances in the achievement and the realization of your dreams, without the traditionally expected corresponding effort. It is quantum leaps, or so called high velocity moves that may appear ridiculous at first thought and miraculous at external observation from the outside.

Imagine that you are no longer settling for index based raises or increases in sales. Imagine that you resolve to really believe in the fact that you have basically infinite potential, as science and theology tells us. You are beginning to expect improvements in leaps.

Imagine using multiplication instead of addition. So if you cooperate with someone, instead of adding according to the traditional thinking, 10+10 equals 20, take 10 squared, that's 100.

But you have Infinite potential, remember? Then you get Infinity times Infinity, or Infinity squared!

Well what is infinity squared.....? It's so huge you can't even imagine the size of that huge potential. There is no end to it!



People who work together will win, whether it be against complex football defenses, or the problems of modern society.

Vince Lombardi

In teamwork you get the You² principle in action. By teamwork you get support to see things from other perspectives, you draw upon their resources in knowledge, contacts etc., far beyond your own. You get disciplined because the team contains your accountability partners. They depend on you and you depend on them for various things. You rely on each other. That creates discipline in a well functioning teamwork.

When looking back, when the dust has cleared, it is easier to perceive the hidden logic and elegance in the You² principle.

Pritchett says: Invariably, quantum leaps are not complex or intricate maneuvers. They tend to be simple, energy efficient and time saving. After working 40 years in this field, it's apparent that the great advances come about when people have a great understanding of their true potential and tremendous desire to lead others to great levels. They refuse to let logic control them and spend their days thinking in new dimensions, all the time performing at their very best of what they are doing."

Decide now to start living this way: Live by the You² principle!

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12 great networking skills

1. **BEGIN CASUAL:**

Begin the conversation with casual conversation about the weather, sports, movies, pets or common interests. It is often considered rude to ask immediately about a person's career. Begin your conversation with casual talk.



2. **IF AWKWARD, ADMIT IT:**

If you are having a difficult time getting a conversation started or if you are uncomfortable with networking, you should admit that sometimes these functions are awkward for you and ask the person for tips on how he/she goes about getting to know someone. If you are uncomfortable with networking, admitting that to the person you are talking to is almost always a great icebreaker. People will go out of their way to help to you. They will carry the conversation and frequently introduce you to others to make you feel welcome.



3. **ASK INTERESTING QUESTIONS:**

The best conversationalists are people who can ask other people interesting questions. Prepare some interesting questions in advance. Good questions are i.e.: What would help you? Something that I can keep in mind, if I could be of service sometime.



4. **BE PREPARED TO PRESENT YOURSELF AND YOUR PROJECT VERY BRIEFLY:**

When asked, be prepared to present your name, what you do and also your project/occupation in 30 seconds. Absolutely not longer than 1 minute. People are more interested in talking about them selves, than listening to you. Plus you should be able to catch their interest in that brief time. If and when they have an interest or need to know more, then you can elaborate.



5. **BE A GOOD LISTENER:**

The best way to show respect for what someone else is saying is to be a good listener, provide responsive gestures and ask good follow-up questions.



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6. BE A GOOD CONVERSATIONALIST:

If you want to carry on good conversations, then you must stay contemporary on a variety of subjects, including current events, business trends, social and technical issues, sports, the arts, state-of-the-art management and leadership concepts.



When preparing for a networking function, you should keep up to date on current events, world affairs, emerging business trends and

If it is a more subject specific event, make sure you are up to date on information in that field.

Read, read, read.

Read on a wide variety of topics! I heard (and believe) that if you read three books on any subject, you will know more than 95 percent of the rest of the world on that subject. By reading about many topics, you will always be able to engage people in great conversations.



7. EXPRESS JOY:

People love to be around happy people. It does not mean you have to joke all the time. Put on an honest smile and look for the bright side. It is a lot easier to approach people smiling at you, right?



8. EXPRESS GRATITUDE:

If during conversation, you get a good idea or advice, be sure that you thank the other person properly. Make sure they understand what they did to make you grateful. People love to be of service, specifically when it takes no extra effort from their side.



9. FOLLOW UP AFTERWARDS:

After you have established a common interest and believe you would like to spend more time talking to this individual, you should ask for his/her business card/contact information and permission to call in a few days perhaps to find a time when you could meet. Don't be too aggressive in trying to make that contact.



A networking function is more of a social event than pure business.

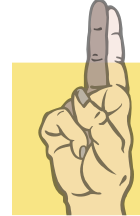
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Meet lots of people by spending a few minutes with each.

Collect lots of business cards, and then a few days after the event make contacts with people where it would be mutually beneficial to build a business relationship.

10. KEEP PROMISES:

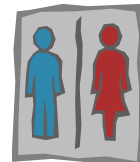
If you promise someone at a network something, see to that you deliver. Preferably over-deliver. If you don't, word will get out and it spreads fast.



11. GET RID OF LEECHES – POLITELY:

If you are networking and someone latches on to you and follows you everywhere, you should excuse yourself from him/her, indicating that you have to meet with someone or perhaps visit the restroom.

It is easy to get stuck with someone who follows you around everywhere you go. At some point, find a reason to excuse yourself or perhaps introduce him/her to someone and then excuse yourself from their conversation.



Don't let another person dominate your time at a networking function.

12. DRESS APPROPRIATELY:

How other people go dressed that attends these functions?

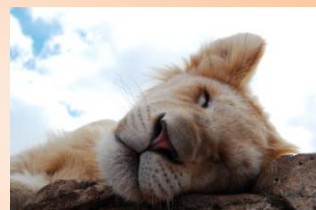
Ask if there is a dress code.

If possible, make sure you stand out a little, but not too much. You should just distinguish yourself, not be ridiculous.



**When many work together for a goal,
great things may be accomplished.
It is said a lion cub was killed
by a single colony of ants.**

Saskya Pandita



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Mastermind

Masterminding is a group of at least 2, maximum 8 persons collectively deciding to meet and support each other in a common interest to grow and thrive into a fuller expansion of themselves. Vince Lombardi said: Individual commitment to a group effort - that is what makes a team work, a company work, a society work, a civilization work.

Mastermind closes the gap between intention and results. Yoko Ono expresses it as follows:

- ***A dream you dream alone is only a dream. A dream you dream together is reality.***

You can use the below MasterMind meeting structure:

- **WELCOME**, ~2 minutes
- **SELECTION OF CHAIRMAN** for today's MasterMind, 0,5 minutes
- **MASTERMIND PRINCIPLES**. Reading the MasterMind Principles loud, 5 minutes
- **WINNER OF THE WEEK**: 2 minutes per person. Use a stop watch so that the time is equally shared and the total time available respected. Each person describes something that have made their week brighter or something that made them aware or develop positively
- **WANTS & NEEDS**: Each person describes an issue they need support with and the group gets time to respond.

Set the stopwatch on between 5-7 minutes per person. Decide the amount of time depending on number of participants so that the meeting adds up to maximum 60 minutes, no longer.

See to that it is not always the same person that starts or ends. Make some kind of rotation.

Masterminding when effectively understood and used, will enable you to accomplish things that yesterday was just yesterday more like a mirage in the desert.

**Teamwork divides the task
and multiplies the success.**

**The nice thing about teamwork is that
you always have others on your side.**

Margaret Carty
Executive Director at Maryland Library Association

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MasterMind principles

We begin every MasterMind Meeting by reading these MasterMind Principles:

I RELEASE

I release myself to the MasterMind
because I am strong when I have others to help me.

I BELIEVE

I believe the combined intelligence of the MasterMind
creates a wisdom far beyond my
own.

I UNDERSTAND

I understand that I will more easily create positive results in my life
when I am open to looking at myself, my problems and opportunities
from another's point of view.

I DECIDE

I decide to release my desire totally in trust to the MasterMind
and I am open to accepting new possibilities.

I FORGIVE

I forgive myself for mistakes I have made. I also forgive others
who have hurt me in the past so I can move into the future with a clean slate.

I ASK

I ask the MasterMind to hear what I really want; my goals, my dreams and my desires,
and I hear my MasterMind partners supporting me in MY fulfillment.

I ACCEPT

I know, relax, and accept, believing that the working power of the MasterMind
will respond to my every need. I am grateful knowing this is so.

DEDICATION AND COVENANT

I now have a covenant in which it is agreed that the MasterMind
shall supply me with an abundance of all things necessary
to live a success-filled and happy life.

I dedicate myself to be of maximum service to
the Universal Power and my fellow human beings,
to live in a manner that will set the highest example for others to follow
and to remain an open channel of Universal Power.

I go forth with a spirit of enthusiasm, excitement and expectancy.

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Renew your wheel of life

So now you can update your Wheel of Life circle to help you visualize your present areas of longing and discontent in life. Shade the segment from the inside out, to reflect the level of your satisfaction.

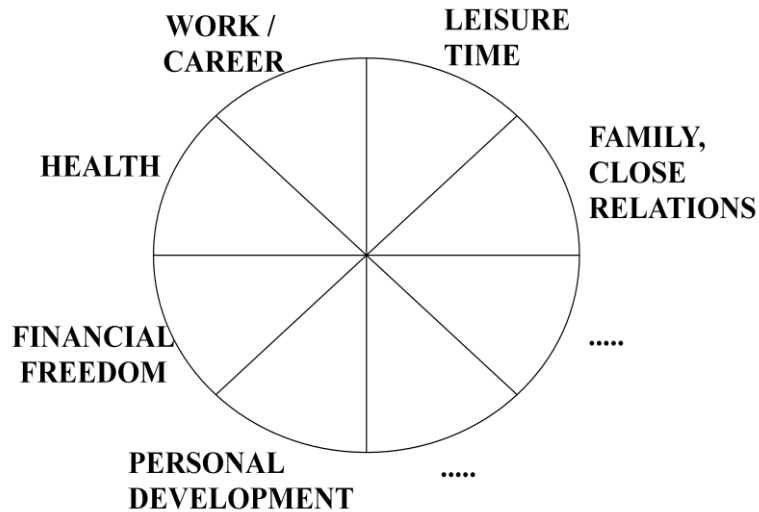


Fig. 2: Example of areas of life

Perhaps you chose other segments. Then write them here below and shade your satisfaction level in the circle.

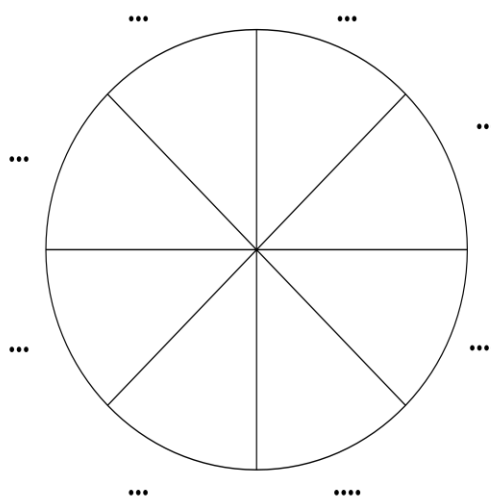


Figure 1: Empty Wheel of Life

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What have been the major improvements the last 4 months?

- Work/Career:

- Leisure time:

- Family/Close relations:

- Personal development:

- Financial freedom:

- Health:

- _____:

- _____:

What are the gaps consisting of now? I mean; What remains for you to become satisfied in each segment? You did part of this exercise last module too. Here you have space to connect it to your wheel of life segments.

- Work/Career:

- Leisure time:

- Family/Close relations:

- Personal development:

- Financial freedom:

- Health:

- _____:

- _____:

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You may now compare it to the previous one you did 4 months ago. Usually there is now greater overall satisfaction.

Sometimes your estimate of how big an area is has evolved and you now perceive that you could do so much more in an area, and then you may have less shadowing marking your satisfaction, in site of big improvements in that area.

That's al right, as long as you know to interpret your results. You could say that the pie has simply gotten bigger in that case.

It's up to you and it's up to me to learn how to give intelligent direction to the creative power that is moving through and with us right now. Direct it to the most important gaps.

Continuation

This is not the end. It is the beginning of your next evolution step! I want you to enter the homefun with Andrew Carnegies words ringing clear:

- Teamwork is the ability to work together toward a common vision. It is the ability to direct individual accomplishment toward organizational objectives. It is the fuel that allows common people to attain uncommon results.

I encourage you to:

- 1) Read and finish the exercises in this workbook!
- 2) Make a letter to yourself as you imagine yourself in six months from now. Put it in a sealed envelope in your desk somewhere and make a note in your calendar to read it in six months. You will be happily surprised!
- 3) Set up a mastermind group, or secure a coach as accountability partner.

I would be more than happy to be your coach! Contact me at:

Sara@BecomingAGoalAchiever.com

- 4) Watch the video or listen to the audio again. Preferably daily.
- 5) 3R:s exercise:
 - **Review** the learning points
 - **Re-think** action steps
 - **Rewrite** your goal or make a new one if you are already at your No 1 goal!

Teamwork is so important that it is virtually impossible for you to reach the heights of your capabilities or make the money that you want without becoming very good at it.

Brian Tracy

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Homefun

Impression of increase

Choose a colleague or an acquaintance with an attitude that you admire and really want to improve your relationship with:

Name: _____

Describe the relationship as it presently is: _____

Then describe how you want your relationship to be: _____

Remember that our attitude to our environment will determine the rest of the world's attitude to us. How can you leave this person with a sense of increase, i.e. feeling good every time you see each other?

**If everyone is moving forward together,
then success takes care of itself.**

Henry Ford

Make a list of six good qualities that this person possesses and that you will carry with you all the time, until they are thoroughly imprinted in your mind.

1. _____

2. _____

3. _____

4. _____

5. _____

6. _____

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Epilogue

If this course has been of advantage to you and your advancements, please help me tell your friend and colleagues about it.

You may ask them to sign up for a subscription of their own at: www.BecomingAGoalAchiever.com or contact me on Sara@BecomingAGoalAchiever.com.

I thank you again for letting me take part in your evolution! Now, go for it!

