

Becoming a Goal Achiever

Session 9 (16)

Is your No 1 Want
a GREAT goal?

Test your No 1 want

GREAT?

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My No 1 Want

Please write your No 1 want from your previous workbook on the lines here below:

Please verify here below:

- Is this No 1 want **clearly defined**? I mean, could another person read it and understand what you want to accomplish?
- Is this No 1 want **measurable**? Another way of expressing it is: Would you know when you have accomplished it?
- Do you **truly desire** to accomplish your No 1 want?

If you have 3 checked boxes above, then move on. Otherwise, change it or rephrase it below so it can be clearly understood.

My new No 1 Want description:

"What you get by achieving your goals is not as important as what you become by achieving your goals."

-- Zig Ziglar

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Testing your want: is it G.R.E.A.T.?

Now examine your No 1 Want from the G.R.E.A.T. perspectives. Tick off in the boxes below as you examine.

- Is it **GROWTH ORIENTED**? Will it cause you to GROW?
- Is it **RELEVANT** and **REWARDING**
- Is it **ETHICAL**, in line with core values?
- Is it **ACTION ORIENTED & ALTRUISTIC**?
- Is it **TIME CONSTRAINED** & described in the **NOW**?



Tasks tend to expand to fill the time available for them so it is important to have clear deadlines. The Now means that you need to express your goal in the present tense: I am, I do, I can etc. instead of I will, I am going to and so on.

Goals described in the Now also means that you describe them as To-goals rather than From-goals. Remember that To-goals are more effective than From-goals. I.e. I love to be a certain size, not I want to loose X pounds.

Rephrase your No 1 Want according to G.R.E.A.T. (if needed)

My No 1 WANT is the following:

DATE: _____ I am so _____ now that

*Decision and discipline
weigh ounces;
Regret weighs tons.*

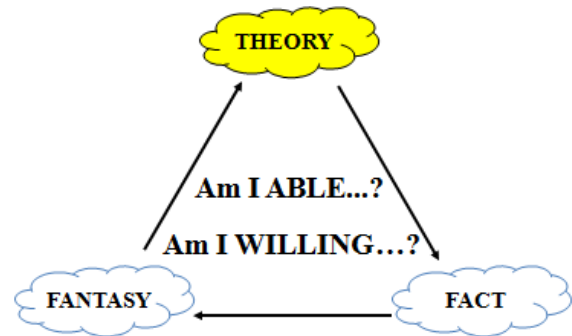
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The creative process

At this stage, you need to return to the creative process.

Think about the fact that the mere thought that you've got the idea, means that you are able on some plane to carry it through.

You still have a theory. In order to make it a goal, you have to make a decision. The decision to make the goal come true! The world is full with people who wait with making decisions until the circumstances are right. It's like standing in front of a fireplace and saying: Please give me some heat, before you have even added wood to the fireplace.



Then the goal remains wishful thinking. Goal Achievers are no idle day dreamers! They make things happen! Daydreamers do not understand that if they make the decision, the means and resources will turn up on the way. Goal achievers know deep down in their hearts the if they make a decision that they are going to go to Rome, they will also find a way to finance the trip, one way or another.

In order to get from a want to a goal, you need to consider the second question:

Are you willing to do what it takes to achieve your goal? Even if you do not know all the details yet.

- YES!** _____ (your signature and date)
- NO!** _____ (your reason)

If the answer is Yes! you have found your No 1 goal!, **HEUREKA!** Very well done! You are now ready to start turning it into a fact.

Please rewrite your goal here below and put your signature right underneath. By doing this you are sending string signals to your subconscious mind.

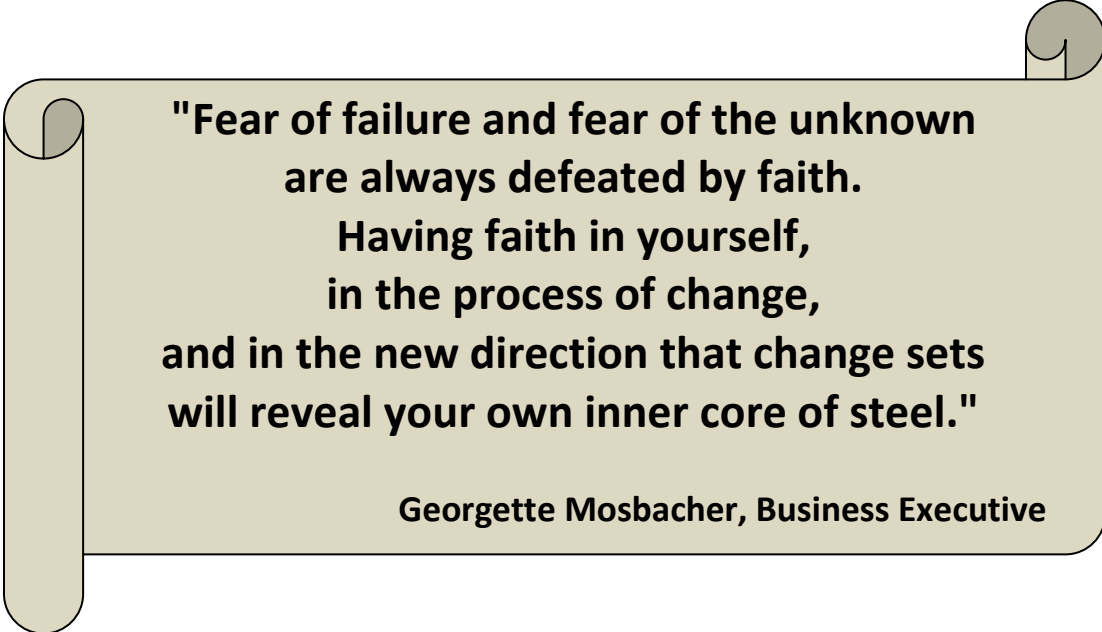


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My No 1 GOAL is the following:

DATE: _____ I am so _____ now that

Your name, Date



What if I wasn't willing to commit to this No 1 want, then?

If the answer to the question "Am I willing?" was no, I want to stress that it is by no means a failure at all! It was a successful test case. Now you know what you shall **not** have as a No 1 goal!

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It merely means that you will go back and take the number 2 of your priority Wants list and assess that according to the G.R.E.A.T. method, and validate whether you are willing to work towards this goal with all what it takes to achieve it.

You already have an excellent list of 30 wants. Use it to your advantage.

*"Maybe you can't change the whole world,
but if you have love in your heart
you can make small differences every day,
which really does change the world,
one life at a time."*

Kristina Koncz, Customer Experience Specialist



Next steps: Action!

Now you need to take action to keep the momentum up!

Make a clear plan of objectives or little steps you have to take to reach your goal.

Think of what is required to reach this goal, as far as you can see today? What must happen?

What is it that you are *not* doing today, that you could do, and that would be moving you closer to your No 1 want?

Keep track of what must be done:

It does not have to be in a fancy computer program or project management tool always, as long as you keep some structure and discipline. With structure I suggest that you take a notebook, or a computer document/spreadsheet and record the following:

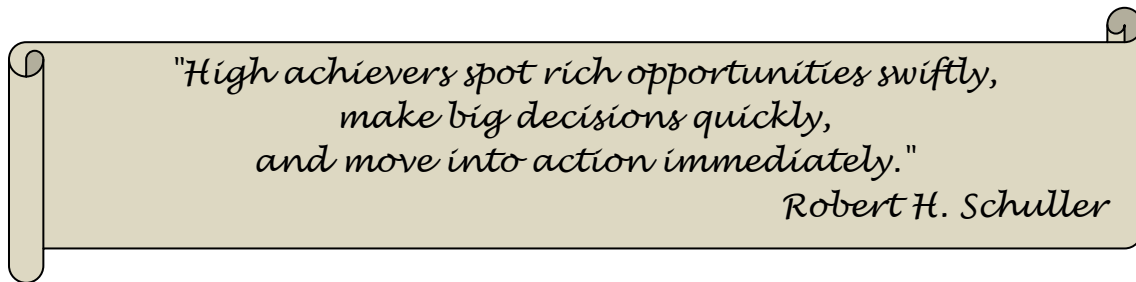
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Action Item	Result Required	Estimated Date of Completion	Start Date	Actual Completion Date	Resources Required	Comments/ Notes
Xxx	xxx	xx/xx/xx	xx/xx/xx	xx/xx/xx	xxx	xxx

For each Action Item you can think of that is needed, you also write down the exact Result Required from this action. You estimate the Date of Completion and you fill in when to Start this action.

For follow up purpose, you allow space to fill in Actual Completion Date. Then you write down what you know or guess of what Resources are Required for this action: People, Skills, Things, Money etc.

Leave space for Comments or Notes that may be relevant for this Action Item.



Isolate Fear, Worry and Doubt

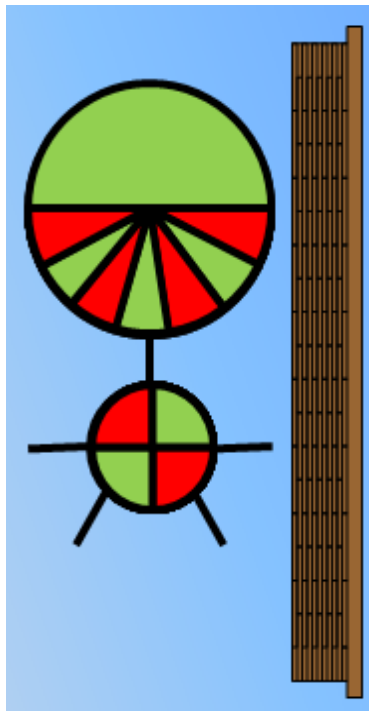
In case you are feeling somewhat uneasy at the moment, do not worry! It is not peculiar at all!

Allow me to remind you of the Terror Barrier. I want you to realize that you may stand in from of a "simple" terror barrier.

What would you say to someone else facing a similar situation?

Now I want you to examine yourself and isolate possible Doubt, Fear and Anxiety from your feelings towards your goal.

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You experience on:

INTELLECTUAL LEVEL: DOUBT/WORRY

EMOTIONAL LEVEL: FEAR

PHYSICAL LEVEL: ANXIETY

What actions can you take to reduce Fear, Doubt and Anxiety and thus bring you closer to your goal?

**"Doubt, of whatever kind,
can be ended by action alone."**

Thomas Carlyle, 1795-1881, Philosopher and Author

Homefun until next time

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You maximize your investment in this course by doing the homework in between sessions. This time I encourage you to:

- 1) Finish the exercises in this workbook!
 - a) Review the learning points so far
 - b) Re-think action steps
 - c) Rewrite your goal if needed according to the GREAT assessment.
 - d) Pat yourself, well done!
- 2) Watch the video or listen to the audio again. Preferably daily.

**"We are built to conquer environment,
solve problems, achieve goals, and
we find no real satisfaction or happiness in life
without obstacles to conquer and goals to achieve."**

Maxwell Maltz, 1899-1975, Author of Psycho-Cybernetics