

# GOAL SETTING

## The Key to Great Achievements

If you have a look around the Internet you will find hundreds of apps and websites which are designed to help you to set goals and some are even designed to help you to achieve your

goals. However, the sad fact is that far too many are full of very good intentions as far as setting goals is concerned, but for the majority, it is no more than an initial enthusiasm followed by a gradual 'enthusiasm decay'. You'll understand what I mean if you've ever set yourself a goal to lose a few kilos in weight, started out very strongly, and then within a very short time returned to your original weight. Starting goalsetting is very easy but it is the finishing that is usually the problem.

So when you think of goals, think of them in terms of an addition of short-term (daily or weekly) milestones.

What I'm going to propose is not a complicated system, but an approach which is easily managed with no gimmicks, but on the basis that a big goal is no more than an additional aggregation of much smaller goals. By all means you can develop this very simply by working to a weekly timetable. I know of many successful people who have got into the habit of allocating certain parts of the week to specific tasks.



What you must  
learn to do, you  
learn by doing.  
- Aristotle

For instance, I know one individual who will not take any phone calls before 4pm in the afternoon. I know of one other very successful businessman who rather bizarrely devotes every Wednesday afternoon to his wife. Then there's the very successful salesman who blocks out two hours every day for client appointments with the weekly goal to fill that allocated time.

You can see from the above few examples that goalsetting is not just all about writing things down, but achieving goals is all about *developing good habits*. When you think of goals, think of them in terms of an addition of short-term (daily or weekly) milestones.

A very good starting point is to actually write down what it is that you wish to achieve long-term. Here is a suggestion of a format that you might find helpful.

The name of your goal

Describe what you want to achieve

Is this one of my FIVE main goals for this year? Y/N \_\_\_\_\_

What are my FIVE main goals for this year?

What will achievement of this ONE goal do for me and my family?

Is it important to achieve this goal?

What will happen if I fail?

By WHEN do I have to achieve my goal?

Here is my list of Milestones (with dates)

**Y**ou might not appreciate the power of writing down your goals until you have tried it. The bedrock for all successful people is some sort of routine. If you do not yet have a routine you will need to develop one, otherwise your goal setting will never leave the piece of paper or the spreadsheet.

Some call it willpower, others call it converting desire or dreams into goals. Whatever the label, it is *persistence* which will get you there - and I'm sure you know exactly what that means.

**M**any successful people have the reputation of being ruthless and yes, some are very ruthless, but what is interesting is that although they may come across as being ruthless with other people, they are far more ruthless *with themselves*. That is another habit for you to develop. Start by being ruthless with your time. Don't waste it - And if you use that time intelligently in order to actually work at your goals – you cannot help but succeed.

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