

Goal Setting Secrets for Real Wealth



Goals

What is a goal? The Oxford English Dictionary says that a goal is “the object to which effort or ambition is directed; the destination of a journey.” A goal is one part of your life’s mission that you are exerting effort to make reality.

There are 5 Keys to effective goal planning:

1. Supported by your values
2. Given a specific timeline
3. Clearly and specifically defined
4. Internalized – Know exactly what reaching that goal would mean to you, what it feels like
5. Stretch beyond your comfort zone but be realistic on the time and implementation plan

We spend detailed time in the Real Wealth Immersion Weekend dedicated to the subject of goal setting and daily actions. There we will go into the specifics of how you:

- Get Clear.
- Get Certain.
- Get Excited.
- Get Focused.
- Get Committed.
- Get Momentum.
- Get Smart.
- Get RESULTS!!

For now we want to impress upon you the importance of goal setting and get you started with the basics of a system that will play a huge role in changing your life and making your dreams a reality.

It seems like every personal development coach has something to say about goal setting. It seems as though every seminar you attend, some goal setting seems to be sprinkled in to the day. So, why is goal setting so important, and why does it work?

We start life with high hopes. We all do. However, at the end, only a handful will look upon their lives with satisfaction. So few realize an amazing life because of feelings of being limited. This feeling of limitation is disturbing.

If we look at life, we see that out of 100 people interviewed at 25 years old, all with high hopes, only 5 will be financially independent. And this does not just apply to money, as these 5 people generally live the life they want, while the rest do not.

There is another interesting correlation, and I believe they are linked. Only 4-7 people out of 100 set goals. It is amazing to see, because if you ask the 5 achievers in the 100, they do one thing in common and that is set goals.

If we consider that 7 people will set goals, and only 5 achieve their goals then that says to us that the other 2 who failed, even though they set goals, were not successful because they set a goal they are not passionate about achieving. The truth is that goal setting does work, and has worked for people since the beginning of time.

If you consider for a moment life as a goal setter, and life as a drifting purposeless endeavor, you can see

that without a goal it is difficult to get anywhere, to achieve anything worthwhile. Goal setting works because it causes us to focus on what we want. It is like watching television. While watching television, you can get so absorbed into the TV, that the actual TV set disappears!

That focus on our goals gives us a direction. It focuses our minds, and we can look at how we can make those goals reality. This process can be simple and fun.

By far the biggest achievers are goal setters. They think about what they want, and then move forward to make those goals reality. It is simplicity in itself, and here is how it works. We are goal orientated beings. We feel hungry, and we go and get food. We feel like going on vacation, and take steps to get there.

Goals are the roadmaps of dreams—specific action plans for achieving the success you want.

Many of us don't spend a lot of time setting goals. It feels like a waste of time. Why not just get going?

We've all traveled without directions. Say you want to try to find a restaurant you've been told about. You know the city in which it is located, know which street it is near, but not the address. You may find the place with no trouble. More likely, however, you end up driving around and around—close, perhaps lost. You may luck into the place after driving around wasting a lot of time and gas. You may need to stop and ask for directions. If your search is frustrating enough, you may even decide to eat elsewhere or go home. Poor planning has resulted in a disappointing outcome. This is just a trip to a restaurant, not an important appointment; however we rarely behave so casually when preparing for a trip with higher stakes, more important consequences.

If you are expected at a job interview at 10 a.m., you print out a map with accurate directions, calculate when to leave so as to arrive on time, and assess the state of your gas gauge.

If you are taking a cross-country trip, you either pull out a roadmap and chart a course, you go online, or at least you make sure you bring along your GPS. After all, the rewards and risks of traveling are high: You want to maximize fun in new places and minimize time on the road.

We can afford to “wing it” when it comes to whims. Dreams are another matter. They are always important enough to warrant a roadmap. They require goal-setting.

Perhaps you'd like to start your own business, move to a bigger house, or lose some weight. If you are truly are excited about that house, that business and that weight loss, then you must be prepared to write down the steps you will need to take to change your status quo.

Taking the time to write down your goals sets you on a forward path. It is a response to and a reinforcement of a meaningful decision: “This destination matters to me.”

Set goals as to how to accomplish your dreams and you will avoid getting lost on the way. For the past 15 years, that has been my message of as a speaker and results coach.

I know many people never get to live their dreams. One reason so few of us achieve what we truly want is that we never direct our focus; we never concentrate our power. So many people drift through life, never deciding to master anything in particular.

I speak from experience. As a young man, I began writing down the things I wanted, and to envision steps I could take to achieve them. With this system I have achieved many of my dreams: playing professional tennis, traveling the world, owning my own businesses (which included building a \$20 million shopping center), and my ultimate dream - helping others through personal coaching (including coaching professional athletes, actors/actresses, and multimillionaires.)

I discovered something extraordinary in my experience with coaching those who are destined to become top achievers, and it took my coaching to a whole new level. I realized that those who “became” or “acted as-if” succeeded at closer to a 90% or more success rate. I soon incorporated this into my coaching and the results were incredible.

Everyone who successfully started thinking “as-if” they were already successful, as if they already had the thing or had become the person who lived and breathed that goal....got the goal! I asked myself, “How could this be so effective”? Here’s what I discovered:

- ✓ When you already have succeeded at something or have “become” it, there is no more stress, no fear.
Obstacles and setbacks are no longer failures, they can’t be! They are a temporary setback, hurdle or bump. Your happiness, your success is never threatened.
- ✓ It’s something you live and breathe, so, it becomes unconscious.
You don’t have to remember you are a long distance runner; you either are, or you aren’t. Therefore you perform as you know you are. This is powerful. It means you can never stop being who you are.
At the same time, you can always become a better “you”! Better you leads to better results.
- ✓ It is totally in your control.
When something is in your control, we relax. It takes the stress out of being a high achiever, a millionaire, a vibrant example of health and vitality. No more do you have to control others, events, or things to get, be or do - your heart’s desire.
When you are in a relaxed, focused state like this, you are in the flow and you are on your way.
- ✓ Lastly, the right actions become natural.
You don’t have to consciously “think” to do the right or best actions. Difficulty in following through or not taking the actions you know will work only happens because there is a part of you that is “not” a person who does those things. This is when we have a Conflict of “who we are”.
This is how we can sometimes do the right thing some of the time, and other times, not do what we want. Resolving this inner conflict is what happens when we are “one” with who we want to be and what we want. Align your desires with who you are....and it is done!

Simply doing the process of sitting: writing down your goals and “acting-as-if, owning your goals. It requires that your mind focus and imagine life as if you had ownership of your goal already. Doing this over and over creates the more successful you.

More than anything else, I believe it’s our decisions, not the conditions of our lives that determine our destiny. Setting goals is the just the first step in turning the invisible into the visible.

Let’s take a closer look at a famous case study conducted at Yale University – Graduating Class of 1953. They surveyed all the students graduating in that particular year. The question that they had on the survey form was: Do you have written goals in your life?

Statistic reported on the survey:

-3% had put their goals in WRITING.

-97% had not written any goals down or didn’t have any at all!

The graduates were told before the survey that 20 years later, they would be interviewed on their progress. They wanted to see if they had followed and met their goals or had gone a completely different way. So, twenty years has since passed and they were called in to give their progress report on this particular study. The results have shown that the 3% who had written goals had 10 times the incomes than the other 97% combined! How incredible is that? Those with no goals written down had underestimated how goals can help them earn more money. The ones who had goals for the future knew that they needed them to succeed once they were out of college.

There is no Doubt about it – Goal Setting Works.

Goal setting can help in all aspects of your life.

Personal life – Where do you see yourself five, ten, twenty years from now? Do you want to start a family/get married? What changes need to be made in your personal life for you to feel happy? Write down your goals for your personal life.

Working life – Are you happy with your career? If not, what changes are you going to make? If yes, what can you do to bring in more cash? Do you want to stay where you are in your career or move higher? Write down your goals for your working life.

Whatever it is that we want to achieve in our lives, we need to have goals set in writing. This helps us see the reality of our lives as they stand and what we can do to change them for the better.

Below is a Simple system that you can use to set goals.

Know what you want, why you want it, Become It, See It NOW as if already done.

Set Goals – Take Massive Action – Get Your Result – Know What You Are Getting – Repeat.

My Goals: Write them down. This will help you sort things out in your head and realize the reality of your life. Post them somewhere you can see them every day. This will help inspire you to reach your goals. You can have daily, weekly, monthly, quarterly and/or yearly goals.

Having goals are no doubt very important, but the reason behind why you want to achieve your goal is even more important. It can be that you want your children to have the best education available or simply that you want to retire young and rich. All of our goals might be different, but we can all reach them if we try.

The American Society for Training and Development (ASTD) released the following statistics on goal completion:

- Of people who consciously decide to set a goal, 25% achieve their goal.
- Of people who decide when they will do it, 40% achieve their goal.
- Of people who plan how they will do it, 50% achieve their goal.
- Of people who commit to someone else they will do it, 65% achieve their goal.

The power of coaching lies here...If you commit to someone else that you will do something, you are more likely to complete your goal. This is where your own personal or business coach can help you reach your goals and what's truly important to you.