

Where Are You Going?

My Dad was a pilot in the air force in the late 1940's. As a kid growing up in the 60's we were fortunate enough to fly in Dad's little single engine piper over the fields and hills of Ohio. I don't remember all the details of those flights, but I remember a couple of key moments that I have carried with me all of these years.

Before we took off, Dad filed a flight plan. He knew exactly where we were going and informed the air traffic control folks as to our destination and the route we were going to take to get there. During the course of the flight, wind, weather and the performance changes of the airplane moved us in different directions all throughout the flight. These factors moved our little airplane off our prescribed course almost constantly. Throughout our entire trip, there were constant deviations and course corrections to keep us "on target." It didn't matter what caused the deflection from our path, we were able to "stay the course" because of three critical elements.

- First, Dad received constant feedback from his instruments. The instruments and the charts he used, told us exactly where we were. The ongoing monitoring of our path relative to the path we planned allowed us to make course corrections on a constant basis.
- Second, my Dad not only planned the entire flight in his mind, he had committed it to a written plan. This written plan assured us that we had a clear and recognizable destination and a precise path to get to our destination.
- Finally, he shared that plan with the air traffic controller. By sharing his flight plan he was accountable to not only himself and his attentive 11-year old passenger, he had a second set of eyes watching his progress. This accountability to another professional not only made the journey safer, but also assisted my Dad in expediting the trip.

The flight of an airplane is the ideal metaphor for our goals. When we create our personal or professional goals, it doesn't matter if we are off target. The hope lies in the vision and constant monitoring of our plan by ourselves and a coach, mentor or associate. The metaphor of the airplane is only one of many such examples that prove the fact that in order to achieve a specific (and often long-term) goal, one must utilize a myriad of resources and adjustments to reach the desired destination.

Like the flight of an airplane, you are encouraged to seek the proper vehicle, plan, instruments, and accountability to reach any destination you desire.

Goal Setting

I've set goals constantly throughout my life. There have been times when they were achieved and many more times when they were not. Some of the books I read were decent and others left me with a few gaps. In this special report, I hope to open your mind to a few unique angles and ideas to not only set your goals but to achieve them with value and purpose in record time. Many of the books and programs simply told me to write things down and to take action. While this is a good start, it never felt complete.

Over the years, I have learned that people are motivated in their own unique way. Some of us are more self-motivated and others rely on significant outside stimulus to make any progress.

The following program was developed by Springboard and is an excerpt from our curriculum that takes into consideration not only the advantages of goal setting and achievement, but also how to adapt YOUR personality and strengths to work with you.

Complete the following goal-setting module for yourself and make sure you have another person to whom you can be responsible.

This person is one whom you would be comfortable with sharing your dreams, goals, and plans and who is not a person who would tend to say, "You're crazy" or "That's impossible." You must have an advocate who is a big thinker. Any entrepreneur or soul mates who shares in your aspirations, a supportive parent, or local businessperson are excellent candidates. If you simply cannot find or think of someone yet, don't worry. As a student of our private coaching program, your coach will be a supportive member who will encourage you and help to keep you accountable.

Exercise

When you begin your goal setting exercise make, sure you start with a clear head and have zero distractions. Find a quiet room or area where you are 100% at peace.

Next, start with an empty notebook or several clean sheets of paper. Now, write down as fast as you can every thing, situation, relationship, object, financial goal, travel goal, or everything you ever wanted and have EVER wanted. Let your mind go-completely. The key to this exercise is not to have ANY barriers towards your dreams. Don't let any barrier of age, finances, or interpersonal relationship situation cause you to NOT write something down. Write down ALL your dreams and goals with the assumption that it would be impossible for you to fail. Imagine if time and money were not an issue and that no matter what you dreamt about, would come true. Write fast and furious. You should have no less than 100 things that you want to do, be, or have.

Categorize

After you are done with writing down all of your dreams, goals and objectives, sort them out. Organize your dreams by topic (financial, relationship, spiritual, health, etc.). Once you have assigned each dream or goal by topic, take EACH topic, and shift your focus. When you FIRST started the exercise, you were asked to have NO LIMITS to how many dreams you could have. Now, once you have 10, 20, 30 or more dreams per topic, take a good, hard look at each topic and choose only 5 from each topic. Imagine that you can ONLY have 5 goals from each category. Highlight those goals or assign a "code" to them. Now, from those 5 goals, imagine if you are only ALLOWED one goal from each category. When you look at your list of 5, imagine that a "genie" was going to grant you a single wish for instant success in each category and you would instantly achieve that goal. Make sure that that goal is one that would, of course, have the biggest influence on your life and the lives of those whom you care for.

Values

When you look at these top goals, make sure that the ones you select will have the most dramatic affect for you. If you really believe that you value health above finances that you invest your precious time for proper exercise before you take on that additional job, business, or project. If what you value is not in line with how you invest your time and other resources, you will be out of sync and incongruent with yourself. Make sure that the values that you hold important are congruent with each of these goals.

Prioritize

Now, look at each of your categories and pick only ONE goal from each category. It should be selected on the criteria of the one goal that will have the largest positive impact on your life. Once you have selected that single goal, fill out the balance of the goal-setting sheet.

From your master sheet, transfer each goal to its own goals and objective sheet. In this part of the assignment, you will break each goal.

Benefit

Below your itemized goal, list the single greatest benefit that you will realize by the achievement of that goal. Keep in mind that benefit must not only be congruent with your values, but it should be a benefit that not only helps you but benefits other people, society, the environment, or have a greater benefit than a single, personal benefit to yourself. This makes the goal MORE powerful because you will attract other resources to attain your goal when there are more beneficiaries that just yourself.

Obstacles

Every goal will have obstacles. Up until this point, your mind should have been running along as though it were impossible to fail. The exercise of writing down EVERY goal, without regard to any hurdles is important because it is always better to dream big.

When you shoot for the stars, and merely hit the moon, you have achieved something. If you merely shoot to “go up”, the likelihood of hitting the moon is slim.

Now it is time for a reality check. Go ahead and list all of the obstacles that have prevented you in the past from achieving this goal. Alternatively, if you have never tried to achieve it before, go ahead and think of all of the barriers to your goal. Write each one down and immediately write down your strategy, tactic, and/or solution for overcoming that obstacle. Remember, every problem HAS a solution. If you cannot think of a solution, ask your instructor for help. Be creative. Think big. Ask for help.

Action

The specific action steps to achieve your goal are crucial to your success. Each time you achieve ANY milestone towards your goal, you need to check it off and congratulate yourself. Break down this goal into simple, clear, definable steps that can be measured and adjusted. Your action steps can be as simple as “pick up the phone and call X” or “Drive to Library for research.” Don’t worry about making large steps, here. All large goals are achieved one day and one hour at a time. Go ahead and break up your action steps and small and as specific as possible. Each action step, however, MUST have a date attached to it. Any goal, step, objective, or action without a date is simply a dream. Once you have specific dates assigned to each action step, turn over your sheet, and put the final action step date on the target date for your overall goal. If your overall goal is not one that has a date or is otherwise “ongoing” (as in relationship building), fill out a date for the beginning of that ongoing result. As you achieve each step, go ahead and put a check mark upon completion.

Affirmations

Here is where we separate the goal achievers from the goal setters. Only 3% of the population has written goals. Congratulate yourself; you are already in the top 3% of the population in terms of goal achievement. Of course, not everyone who writes their goals down actually achieves them! There is only and ONLY one reason for this.

Belief

If a person believes in something, it makes it even more easily to achieve. At one time, EVERYONE believed that manned flight was impossible. It wasn’t until a couple of bicycle builders from Ohio BELIEVED it to be possible that they took the ACTION to make it so. If you “want” a million dollars in the next 5 years, or have a similar goal, and action steps to achieve it-congratulations, you are well on your way.

However, if deep down in your heart, you do not have the true, unshakable belief that you actually deserve that wealth and truly believe that it WILL happen, guess what? It will not. Action without belief is called “busy work” or “spinning your wheels.” In order for you to attain your goals, you must trick your subconscious mind into believing that you already HAVE that goal done! You must write specific affirmations in the present tense.

If your goal is to have a one million dollar net worth in the next 60 months, you must write the affirmation, “I have a one million dollar net worth.” Do not write, “I will have...” Stating such a thing with the words will, soon, hope, someday, etc. are dream words. Such words show doubt. Doubt grows as you attack your obstacles and the domino effect of that doubt is catastrophic.

Now choose ONE specific goal you want to achieve. Identify the reason behind the goal, who will benefit, the obstacles you must overcome, and milestones necessary to achieve it. By inserting dates alongside your milestones and identifying a person to be accountable to, your chances for success will rise exponentially.