

GOALS!

How to get everything you want faster
than you ever thought possible!



Why Goals are important?

Goals tell you where you are going, how you are going to get there and what you will do when you get there

Setting your goals, requires you to make a decision about that which you want, and determine when you want to have achieved that thing

Decide exactly what you want in every key area of your life.

If your life was perfect in each area, what would it look like?

INCOME

How much do you want to earn this year, next year and five years from today?

FAMILY

What kind of a lifestyle do you want to create for yourself and your family?

HEALTH

How would your health be different if it was perfect in every way?

NET WORTH

How much do you want to save and accumulate in the course of your working lifetime?

Write it down

- Your goals must be in writing

They must be

- Clear
- Specific
- Detailed
- Measurable

Only 3% of adults have written goals, and everyone else works for them

- Write out your goals as if you were placing an order for your goal to be manufactured in a factory at a great distance.

Make your description clear and detailed in every sense

Set a Deadline

- Your subconscious mind uses deadlines as “forcing systems” to drive you, consciously and un-consciously toward achieving your goal on schedule.
- If your goal is big enough, set sub-deadlines.

EG - If you want to achieve financial independence, you may set a 10 or 20-year goal, and then break it down, year by year, so that you know how much you have to save and invest each year.

- If for some reason you don't achieve your goal by the deadline, simply set a new deadline.

There are no unreasonable goals, only unreasonable deadlines

Identify obstacles you must over-come to achieve your goal

Why aren't you already at your goal?

The Theory of Constraints

There is always one limiting factor or constraint that sets the speed at which you achieve your goal.

What is it for you?



Identify obstacles you have to over-come to achieve your goal

The 80/20 Rule applies to constraints.

- 80% of the reasons that are holding you back from achieving your goal are inside yourself. They are the lack of a skill, a quality or a body of knowledge.
- Only 20% of the reasons you are not achieving your goal are on the outside

Always start with yourself

Identify the knowledge, information and skills you will need to achieve your goal

Identify the skills that you will have to develop to be in the top 10% of your field

Greatest Discovery:

Your weakest key skill sets the height of your income and your success. You can make more progress by going to work on the one skill that is holding you back more than any other



Identify the knowledge, information and skills you will need to achieve your goal

Key Question:

What one skill, if you developed and did it consistently, in an excellent fashion

A: Would have the greatest positive impact on your life?

B: Would help you the most to achieve your most important goal?



Whatever the skill, write it down, make a plan and work on it every single day



Identify the people whose help and cooperation you will require to achieve your goal

Make a list of every person in your life that you will have to work with or work around to achieve your goal

- Start with the members of your family, whose cooperation and support you will require
- List your boss, co-workers and subordinates
- Especially, identify the customers whose support you will need to sell enough of your product or service to make the kind of money that you want

Make a list of everything you have to do to achieve your goal

“A journey of a thousand miles begins with a single step.”

- Combine the obstacles that you will have to overcome, the knowledge and skills you will have to develop, and the people whose cooperation you will require
- List every single step that you can think of that you will have to follow to ultimately achieve your goal
- When you make out a list of all the things you will need to do to achieve your goal, you begin to see that this goal is far more attainable than you thought

Make a plan

Organise your list into a series of steps from the beginning all the way through to the completion of your goal.

- Plan each day, week and month in advance
- Plan each month at the beginning of the month
- Plan each week the weekend before
- Plan each day the evening before

PLAN FIRST!

When you have a Goal and a Plan, you increase the likelihood of achieving your goals by 10 times, by 1000%!



Select your number one, most important task for each day

Set priorities on your list using the 80/20 Rule

Ask yourself this question: “If I could only do one thing on this list, which one activity is most important?”

Whatever you answer to that question, put a number “1” next to that activity

Develop the habit of self-discipline

Once you have decided on your most important task, resolve to concentrate single-mindedly on that one task until it is 100% complete.

Your ability to select your most important task and then to work on it absolutely, without diversion or distraction, will double and triple the quality and quantity of your output and your productivity

Practice visualisation of your goals

See your goal as though it were already achieved

Create clear, vivid, exciting, emotional pictures of your goals as if they were already a reality.

- If it is a car, imagine yourself driving this car
- If it is a vacation, see yourself on the vacation already
- If it is a beautiful home that you want, see yourself living in a beautiful home



Goal-Setting Exercise

- Take a clean sheet of paper and write the word “Goals” at the top of the page along with today’s date
 - Discipline yourself to write out at least 10 goals that you would like to accomplish in the next year, or in the foreseeable future.
- Begin each goal with the word “I”
 - Only you can use the word “I” Follow the word “I” with an action verb that acts as a command from your conscious mind to your subconscious mind
- Describe your goals in the present tense, as though they had already been achieved
 - If your goal is to earn a certain amount of money in a certain year, you would say, “I earn this number of euro by the end of this year”

BEGIN TODAY!

Conclusion

- Resolve in advance that no matter what happens, you will never give up.
- Persistence is self-discipline in action.
 - Each time you persist and overcome the inevitable failures and disappointments you will experience, you become stronger and better. You develop stronger and deeper character. You increase your self-esteem and self-confidence
- Your goal is to eventually become “Unstoppable”
- Decide exactly what you want, write it down, make a plan, and work on it every single day
 - If you do this over and over again until it becomes a habit, you will accomplish more in the next few weeks and months than many people accomplish in several years.

People that work with a coach are 90% more likely to achieve their goals

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