

Reminder: Goals aren't all powerful

- Goal setting is **Easy** - Goal Achievement is **Not**
- The more atypical the outcome you desire, the more time, effort and energy that will need to commit.
- Winners and losers have the same goals!
- What's different is how well they plan and take action!

4 Tips for Fixing Your Goal Setting

1. Be certain that you really want the goal and that it is consistent with your identity

- Is the idea of achieving success in that area what really excites you every day?
- It takes passion to achieve a goal - Decide "Hell yes!!" or "Hell No!"
- Will you *enjoy* overcoming the inevitable set backs and frustration that will occur?

What is a goal that you are truly passionate about and committed to achieving in 2019?

2. Determine where is the *gap* in your current knowledge base

- Achieving goal isn't just about self discipline.
- You LACK information!
- You likely UNDERESTIMATED either the effort or the skills necessary to succeed.

In what area do you need to learn or improve to achieve your goal?

3. It takes a TEAM to achieve your goals

- Most goals require multiple steps.
 - You likely aren't the best person to handle them all.
 - If you don't have a boss, you must have a coach!
- What is a goal that you can break into parts and assign others to help you with?
Who?

Accountability coach

- Who can I count on to tell me the truth and keep me accountable?

4. Create your Environment - Fan the flames!

A. See it firsthand

- Where can I see the outcome of my goal in the real world?

B. Use Peer Pressure to your advantage

- Consciously develop your "inner circle"
- Who do I want to spend more time with? Who do I need to spend less time with?

C. Monitor and Adjust the information that you are taking in

- What impact does the “messaging” you receive have on you?
- Evaluate TV, Radio, social media and live gatherings.
- How can you better “filter” the information that you take in on a daily basis?

D. Something has got to go!

- When we fail - When nothing changes, It’s because nothing changes!
- You are doing too much... but when it comes to your goals you are doing too little!

What can you Delegate?

What can you Automate?

What can you Eliminate?

Suggestions for Now

1. Read More - ALL great leaders are great readers!
2. Train yourself and your team- It energizes you and strengthens your bond with staff.
3. Face two face marketing - Create meaningful connections every week!
4. Networking - We become who we surround ourselves with!