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# Discover Why You Do Not Achieve Your Goals

By [David Dutch](#)

We are born with two fundamental fears, the fear of falling and the fear of loud noises; all other fears are developed as we go through life.

The fear of failure and rejection are two of the strongest fears that apply not just to sales people.

Some people even have a fear of success. Success takes you out of your comfort zone and I have seen so many people aspire to reach a goal only to slip back into their old ways because they find themselves out of their comfort zone and have not been shown how to move on from there.

I believe our greatest enemy in life is fear, because fear keeps us from doing many of those things we would like to do that would make our life more complete and more enjoyable.

I think it is fair to say that we all have doubts. You know that little voice in the back of your head that tells you that you cannot do a thing and nags away until you are convinced you cannot do it...

Mark Twain said, "True courage is not the absence of fear, it's the mastery of fear." World-Class Goal Achievers have just as many fears as those who live miserable, unfulfilled lives because of fear - they have just learned to master their fears instead of allowing their fears to master them. In fact, because they play on a much larger stage, they have to confront the fear of things much larger than the masses will ever confront.

Norman Vincent Peale, writing in *You Can If You Think You Can*, provides us with a prescription for mastering fear and doubt. "You can cancel out fear with faith. For there is no force in this world more powerful than faith. The most amazing things can happen as a result of it... There are two massive thought forces competing for control of the mind: fear and faith, and faith is stronger, much stronger. Hold that thought of faith's greater power until you believe it, for it can be the difference between success and failure."

Fear is nothing more than your perception of a future event. In 99 times out of 100 it will not be based upon truth. An acronym of the word FEAR is 'False Evidence Appearing Real'.

For instance, if you've been thinking about starting your own business but have been put off by fear, it's probably because of some perception that the business might fail and then what would you do? That thought leads to even bleaker thoughts that you might lose your home or your car. There's really no evidence that any of those events will occur. It is all in your perception. Is it any wonder then that you can never take the necessary steps to do what you've always wanted to do?

What separates the goal achievers from the goal non-achievers then, if they all face the same fears?

Simply this as Susan Jeffers covers in her book *Feel the Fear and Do It Anyway*.

That is exactly what separates the achievers from the non-achievers. The achievers feel exactly the same fears as the rest of us, but they go ahead in faith that they will achieve their goal – do the thing you fear and the fear will disappear.

In the final analysis, fear is present in everyone's life. It only creates a problem when it causes inaction and paralysis. Conquer fear and you truly have gained one of the real "keys to the kingdom."

Go list the greatest fear you have, which you believe is holding you back, list the reasons for your fear in as great a detail as possible.

Now list against each one the possible outcomes if you were to face the fear and go ahead.

In a recent survey of fears, public speaking was placed three places above death, which shows that people would rather die than speak in public.

So if public speaking is one of your fears, write out all the reasons and then all the outcomes if you were to face the fear and do it anyway. What could possibly happen – Hey! You may even get a standing ovation!

Ask yourself two questions –

What is the worst thing that could happen to me if I had this outcome?  
Could I carry on with my life if the very worst did happen?

This is also the procedure for crisis management.

If you are truthful you will quickly see that it would be a very very rare occurrence that meant you could not carry on with life, so Feel the Fear and Do It Anyway!

Are YOU tired of watching other people succeed when you find it difficult? - After 20 years of helping people succeed David Dutch has written a guide that guarantees you can savour success within 30 days.

[Your First Step To Financial Freedom](#) His Free Newsletter filled with hints; tips and ideas can be subscribed to at [firststep@getresponse.com](mailto:firststep@getresponse.com)

# Top 3 Reasons Why Most People Fail to Achieve Their Goals

By Shawn Lim

A lot of people set their goals, and unfortunately, a lot of people also fail to achieve their goals. Why is this so? This is because most people are just plainly set their goals, but they did not actually take the necessary action that can make their goals come true.

If you want to drive yourself into taking massive of action toward your goals, you must know the top 3 reasons why most people fail to achieve their goals. If you know the reasons, you can then avoid them and use them to propel yourself into taking immediate and consistent right away.

1. The first reason is that most people did not review their goals every night and morning. I know that many people set their goals, but they just set them and forget them. They did not review their goals and hence they forget what their goals are. If you want to stay motivated all the time, you will have to review your goals every night before you sleep and every morning after you woke up.

2. The second reason is that most people did not take small action steps every single day. Action is the only thing that can bring you result. Without action, you are going to create nothing. Therefore, if you want to achieve your goals, you need to take consistent action everyday, even if it is just a small action that leads to your goals. In fact, achieving success is all about taking small action steps everyday, success is a process, not a destination.

3. The final reason will be this; most people do not know the real reason why they want to achieve their goals. If you don't know why you want to achieve your goals, you will never achieve them. It is the reason behind your goals that will motivate you into taking action, if you are don't know the reason; you are losing the main source of motivation. Find out why you want to achieve your goals. If your reason is strong enough, you will take whatever it needs to achieve it.

The above are the top 3 reasons why most people fail to achieve their goals. Remember, if you want to achieve your goals, review your goals everyday, take action steps and find out the reason behind your goals.

This article is written by Shawn Lim, someone who constantly pursues wealth and success. You can visit his blog here for more success and wealth creation tips.

There are a lot of quality and free resources that can supercharge you, visit <http://www.TheMillionaireSecrets.net/> now and don't forget to grab your FREE download.

# **The Top Reason You Fail to Achieve Your Goals**

**By Shawn Lim**

As you know, if you want to be successful today, you have to write down your goals and take action toward them. The sad news is, a lot of people set their goals but they still fail to achieve them. Why is this so? Before you can achieve the goals that you set, you have to understand what actually drives you into taking action. It is the reason behind you that will drive you into taking action.

With that means, if the reasons are not strong enough, it is not going to drive you into taking action. The moment you know exactly why you want to achieve your goals, you will do whatever it takes to achieve it. Your reason must be act like a burning desire that drives you from the back. Most people live a mediocre life today because they do not know what they want in their life.

If you know what you want and why you want something so badly, will you operate from a different frame of mind to achieve it? Definitely. However, if you are not sure why you want to achieve your goals, you will never achieve them. This is because your mind is telling you that your goals are not a must in your life. It is fine even if you are not achieving them. This is the number one reason most people fail to achieve their goals.

Have you ever come across someone who cannot quit his smoking habit? Until one day his daughter tells him that she does not want to see her father died because of cancer, and start from that day onward, that father quit smoking completely. This is how powerful the reason behind you can be. If you know what you really want to achieve in your life and the reasons are so strong, you will eventually achieve them.

This is the secret of every successful people. Goal setting is just the vehicle that can drive you to your destination. The reason behind you is the fuel that drives this powerful vehicle. So make sure you know why you want to achieve your goals before you sleep tonight.

This article is written by Shawn Lim, someone who constantly pursues wealth and success. You can visit his blog here for more success and wealth creation tips.

There are a lot of quality and free resources that can supercharge you, visit <http://www.TheMillionaireSecrets.net/> now and don't forget to grab your FREE download.

# First Steps In Goal Achievement

By David Dutch

There are literally thousands of books and articles written about goal setting and achievement, but very few get down to the raw "Nitty Gritty" that helps an individual who has never set or achieved goals how to exactly do it.

What is the process that goes around inside your head before you can even hope to start to achieve what you want in life? You may have also heard the term SMART when applied to goal setting. In this article, I want to go through the steps you must take in your goal setting process and promise that if you follow these steps you will achieve the goal you set out to achieve, regardless of where you are now.

First of all most people who say they set goals do so in a very open general fashion, like 'I want to lose weight', 'I want to be rich', 'I want.....I want....I want'. Without going into the deep psychology of goal setting, the very words 'I want...' prevent you from attaining your goals, hopefully by the end of this article you will find out why. In order to achieve a real goal it must be very SPECIFIC. To set a specific goal I want you to grab a pen and paper now and write these questions down and put the answers alongside. Do not miss this step or you may as well continue as you are, you will never achieve anything.

Still with me.....Good!

First of all then answer this WHO is going to be involved in your goal? Write down everyone who will be instrumental in you achieving your goal, who will benefit from your achievement, who could stand in the way of your achievement.

Second question: WHAT do you exactly want to accomplish? Have £10,000 spare cash in the bank, lose 14lbs in weight, get a new job, get a new partner, get a raise.

Third question: WHERE will your goal be accomplished? Where you are now, in a different house, in a different part of the country, in a different country.

Fourth question: WHEN will you accomplish the goal? Next week, next year, 3 years, 5 years, 10 years.

Fifth question: WHICH requirements and WHICH constraints affect your goal. Do you need to educate yourself on a new subject, get new qualifications, and become more focused (and in what way). WHICH constraints will stop you achieving your goal, your peer group, your family, your education, your job, your social position?

Finally the most important question to ask of yourself. I will say that unless you have a full definitive answer to this question to the goal you are setting down on paper, even if you have answered the above questions, you have set out a wish, a dream nothing else.

Oh! That was another clue to goal setting, setting out on paper. If you do not write your goals down on paper you will never achieve them, no matter how long or detailed you think you have planned it in your head. It has been my experience in the years I have been involved with personal development that the people who say 'I have not written anything down, I have



it all in my head, I know exactly what I want and how I will do it', are insecure individuals who are afraid of failure. You see putting it down on paper makes it permanent; there is no escape you are committed to the goal.

The Sixth question: WHY do you want to achieve the goal you have set out before you? Unlike above I am not going to give you any clues as to what you should write down here, because if as I say you do not know WHY you want to achieve it you will never get off first base.

You will have covered measurable; attainable; realistic; timely sometime but I believe that it is critical to answer the questions in the format I have set out above. They are phrased in the open question format quite deliberately, you cannot answer yes or no to them they force you to think and set out detailed answers. That way they become part of your very fabric and well within your reach.

You will achieve your goals.

"Just read your book - pretty amazing stuff to say the least! There's a few things in there I've not heard about or read before which are pretty profound!" Dave Hamer The full technique introduced above can be found at [in the footsteps of giants](#)

For more information on how YOU can achieve all you ever wanted in life follow this [First Step](#)

# How to Set Goals That Will Make You Really Happy

By Vicka Tanski

My way is the way to absolute freedom; Returning to our natural condition: experience of love, unlimited abundance, power of creation and freedom of being. ... ..

## Goal setting is art!

The better you do it, the easier it will be for you to achieve what you want. Here are some points you should remember when setting your goals:

1. When you think about your vision and your destination, think only about a life that is perfect for you. It doesn't matter what do you have or don't have in your life now. It doesn't matter what, on your opinion, you can or cannot achieve. Let your imagination be absolutely free, like there are no limitations. At this step it's very important to not think about the stage of implementation, about how you are going to achieve it.
2. When you imagine your perfect life, you should relate all its aspects: health, friends, financial freedom, romantic relationship, family, your activities, etc. If you want a balanced harmony life, give all these aspects appropriate attention.
3. You don't have to invent what your desires are. You are already a unique creature with unique desires and attractions. You should only discover them; discover yourself.

Let the pictures of your perfect future come not from your head, but from inside you. Just ask the questions in your head and let the answers appear. Don't force this process. If the answers don't appear, continue asking and wait.

Sometimes it will take some minutes but also it can be days, months and even years. It depends on how open you are to receiving the answer. When some pictures of your ideal future appear, ask yourself: How this life can be even better for me.

The clearer the picture of the life you want, the easier it will be to discover the road there. It will be the future, not the past that create your present.

4. When you've set your goals, it's time to change the state of mind and start enjoying the process itself. Treat every little moment of your road, every step as the utmost goal. Enjoy it and be absolutely there. Be very attentive to the direction your intuition takes you. Very often during the way we discover new things about ourselves and our direction, so always we need to make some changes.

That's why it's said:

"Plan is nothing, planning is everything?"

To discover more powerful secrets on goal setting and living in freedom in all aspects of your life, sign up to my newsletter here: <http://www.the-way-to-freedom.com/?ref=ezhts-6>

# How to Set SMART Goals - Start With the End in Mind

By Andrew Cox

Setting worthy SMART goals can be a real challenge. SMART is the acronym for Specific, Measurable, Attainable, Realistic/Relevant and Time framed. For a lot of people, getting to goal statements that meet those criteria is tough.

So where to start in this process of establishing SMART goals?

Start with the three to five most important things that cannot be left to chance - the things that are most important - the things that action and focus can make happen - right now.

Then identify the ideals. The very best outcome, the best that could happen, the best possible solution. Write down, in detail, what you believe to be the ideal solution to a problem, the ideal spouse or partner, the ideal vacation, the ideal boss, the ideal client, the ideal outcome of a sales campaign. These are the "perfect world" descriptions that we all have about many different things. We're reluctant to share them - we don't want to be seen as dreamers. And yet, creating the ideal - whatever it may be - is the first step to goal setting and accomplishment

The following is the process we use in helping clients define goals to use in people selection. It's an example of how starting with the ideal and then working to a clear set of expectations works - in all kinds of goal areas.

The very first step is to have the client stakeholders state the goal for the selection process- a SMART goal.

The next step is to create a model of the ideal candidate. Start by listing the key accountabilities for the position, then the technical skills, attributes, education, experience, behaviours, values and personal skills the ideal candidate would have.

When that process is completed ask if anyone has ever met a person who could fill the complete description just developed. None ever say they have. But taking the time to arrive at this description is crucial. Without agreeing to the ideal the chances of arriving at the best selection decision are very low.

What the ideal does is set a bar to focus on and strive to reach. Without it everything is relative. "They are the best we could find, given the circumstances." Those words describe the rationalization used to make some perfectly awful selection decisions.

At the same time that it's critical to start with the ideal, it's also critical to not let the ideal become the expectation. As Peter Senge states in *The Fifth Discipline*, "Scratch a cynic and you'll find a person who made the mistake of letting their ideals become their expectations."

When using this process to identify candidate requirements, once the ideal is established, most stakeholder groups are tempted to make all of the requirements top priorities. That's unrealistic - it's also a copout. Making everything a top priority is just a way of avoiding tough decisions. This is when the hard work of prioritizing the must have's, the want to have's and the nice to have's is done. This

is always the toughest step in the process - regardless of the type of goal involved. Different stakeholders have different views of the requirements - and different views of the desired outcome.

But when prioritizing and valuing is done, a clear set of expectations emerges, and everyone can work on the same page - and increase the probability of successfully hiring the right person for the right job by thirty percent to fifty percent. Most organizations would kill for that kind of return on the level of investment involved. The same kind of increase in effectiveness can happen in other goal areas as well.

And the door remains open to modifications based on the experience and action of striving to meet the goal. And modifications happen frequently. But since the process started with the ideal, modifications are kept at a high level.

The next time there is a situation requiring action; create the habit of thought of starting by identifying the ideal - the best possible outcome. Then use that to set goals. Starting with those ideal results in accomplishments far beyond what might otherwise be achieved.

Andy Cox is President of Cox Consulting Group LLC. The focus of his work is on helping organizations and their people increase their success in the hiring, developing and enhancing the performance of leaders and emerging leaders. Cox Consulting Group LLC was started in 1995, and has worked with a wide range of organizations, managers and leaders - helping them define success, achieve success and make the ability to change a competitive advantage. He can be reached at <http://coxconsultgroup.com>

# Three Goal Setting Tips That Will Change Your Life

By Jim Klein

## Goal Setting Tip #1: Where are you going?

This goal setting tip can be summed up with the title of a book my father bought me on goal setting quite a few years ago. The title of the book was "If you don't know where you're going you'll probably end up somewhere else". Those words have stuck with me all these years.

When you think about the title and realize that most people have no idea where they're going or what they want. It's really sad. Our minds are goal seeking computers. Just give it a specific goal and it will work to complete it. However, all most people have is vague wandering thoughts of what they want. They've never written their thoughts down in a coherent manner.

If you send a message to a friend you don't write the words down in whatever order and expect them to figure out what it says. Why do we do it to ourselves with what we want out of life?

It's your job to write down on paper how you want to live.

Get out a piece of paper and start with your top 100 goals. Start writing a list of the things you want to accomplish in your life. I mean anything you can imagine, learning a language, taking a trip, meeting a famous or not so famous person. Write on that list everything from the littlest thing like brushing your teeth twice a day to flying in the space shuttle.

Keep making the list until you reach 100, however, don't stop there. Carry the list with you and continue to write down more goals as you think of them. It may take several hours or days to complete this list. However, it's essential that you do it.

## Goal Setting Tip #2: Let's get specific

The second goal setting tip, get specific about the things that you want. Take your top 100 list and start with the easiest ones and write a more specific description of what you want. If it's a car, what make and model, what colour, leather or cloth seats. If it's a trip, where are you going, how will you get there and what will you see. If it's money, be specific. How much, why do you want it and what will you do with it when you get it. Remember, BE SPECIFIC!

Goal Setting Tip #3: It's in the want to; you'll find the how to

Now let's discover the key to successful goal setting. Why do you want it? Think about and write on paper why you want each of the dreams on your Top 100 list. Get specific and dig deep to the emotions and feelings that are behind each one. It's in this step you'll find which ones you truly are willing to pay the price to get and which ones are not really important.

"The best way to predict your future is to create it". - Chinese Proverb

Jim Klein helps sales people make sales "from the heart" not "from the hip". Get free sales training by subscribing to our free weekly newsletter, "The Sales Advisor".

<http://www.fromtheheartstraining.com/sales-advisor.html>

# How Can Goal Setting Worksheets Help You?

By Koz Huseyin

Goal setting can be done in many ways. For example, you could simply think about it, make big plans or even use goal setting worksheets. Success is determined by a system that can streamline the process. Join me as you discover how goal setting worksheets can help you.

In any goal, there is always a way for its achievement. We can look at the success as a spectrum. On the one end, failure, and on the other, success. To achieve success then needs to do things different. After all, we see many people who have a goal, even if they haven't consciously thought about it. For example, those who want a Yacht, and want to retire to a sunny beach, but in most cases never do.

I truly believe that every goal you desire for the fulfilment of, you can achieve. However, tools are needed. You can't put on a new tire on a car, without effective tools, not can you succeed without the effective tools.

In goal setting, this is the goal setting worksheets. You see, from that spectrum of success, we can see less we do, less we get, and the more we do, the more we get. This applies in most cases but not all cases.

You could plan to make a cup of coffee, and make it into a 100 page business plan of how you will make the coffee. What we need is a simple way to do things. A goal setting system with goal setting worksheets that make this possible.

There are many places that offer goal setting worksheets, and some even offer comprehensive goal setting systems. These can be a great way to keep things simple, without having to fall short on the necessities of goal setting.

You can think about a cup of coffee and make it without plans; however, you can't just leave your life goals to such chances. They must at the very least be written down on paper. Even if you don't have a goal setting system, simply writing it down, will improve the likelihood that you will achieve that goal.

If we look at that success spectrum again, we will find that there are things we can do to either make it more likely to manifest in our lives, and decrease the time to achievement. Achieving both of these is a science and an art in goal setting.

It needs smart goal setting. And smart is all about finding solutions that makes life easier, cut down the time to achievement, and increase likelihood of success. This takes time, and even with a full on system, you may find that you can tweak the goal setting systems to meet your needs.

Goal setting worksheets are great for many reasons. Once you use them over time, you will find them become second nature. And then your goal setting will take on a new meaning. With you setting goals and achieving them on almost a daily basis.

Find out more about smart goal setting and the goal setting worksheets I use, and get your free eBook worth \$7, where I give you the 10 best goal setting ideas. Get your copy by visiting: <http://www.howtogoalset.info>

# What is Your Plan For Today?

By Guildford Joe Thomas

Much has been written, and said, about the importance of having a Plan for anything you want to achieve in life. The conventional wisdom is that, "if you fail to plan, then you should plan to fail." It is widely believed that you can only have marginal, if any, success without a clearly thought-out, written plan.

Most successful people give strong testimony to this tenet. Setting goals and laying out plans for attaining them, is the way of the world for almost all of the so-called champions of commerce and industry. The journey must be mapped out before you start to drive. If you don't know where you are going, how would you know when you get there?

It is therefore quite alarming to discover that most people go through life without a written plan for the things they want to accomplish. It is estimated that only about five percent of us work with a clearly written plan. Many of us just can't be bothered to get into all those details. Some of us think it is too daunting. Some, (like one of my friends said to me) believe that, "a life planned is not a life lived".

They truly believe in daily, unplanned, adventure. They wake up each morning wondering what their day will be. They leave it up to all the people and events they encounter that day to determine what kind of day they will have. They spend their day, and ultimately their life, re-acting to people and situations. They fit into other people's plans, because they have none of their own.

Have I just described you? Do you fit this profile? Do you complain about not being able to get ahead or achieve success? Have you taken the time or the effort to define what "success" is for you? Do you have vague goals like... "I want to make lots of money" .....or.... " I want to be a better person?"

Life cannot go according to plan if you don't have a plan. The truth is, your life can become much happier and more rewarding if you live it with a plan. You can start today to plan the rest of your life. It is never too late. It is also not that difficult to do.

Start by taking a candid look at yourself. What areas in your life are you not happy with?

Think about how you can change or improve, then write down the things you can start doing today to make your life better. This does not have to be a deep introspective self-analysis. We all have everyday issues that we should be addressing today. Some common ones are:

The need to exercise more often

Better management of finances

Spending more time with family and close friends

Improving your education by taking a course in something you love and could provide income opportunities

Spending more time reading

I am sure there are some personal items that you can add to this list. Now go ahead and add an action plan to this list. Plan your work, and then work your plan.

So after reading this.....what is your plan for today?

Guildford Joe Thomas began his wellness journey 30 years ago when he quit smoking, stopped eating meat and became a vegetarian. He is a strong advocate of holistic fitness. For him, mind, body and spirit must be equally nourished and exercised. He is an avid reader and lifelong student of healthy living. His latest project is a series of articles on Healthy Living on a Shoestring. Visit his website at: <http://healthylivingonashoestring.com>



# Setting Daily Goals

By Corey Wells

Setting concrete goals on a daily basis is the key to performing at our best. This allows us to create a path of action that leads to the realization of our long-term goals. Without daily goals, it's extremely difficult to remain focused on the tasks that need to be done in order to insure our success. A lack of daily planning results in moving from one task to the next without a defining direction. We end up simply drifting from one activity to the next without spending the time required to successfully complete any one objective.

Most successful people always write down their goals for the day and make every possible effort to complete their list. They know that taking each day, step by step, is the fastest way to succeed. Defining goals helps develop a routine and keeps them from procrastinating. They're also aware that in order to successfully complete their daily goals, they must keep the list reasonable. This allows them to avoid the frustration that comes from trying to run around at the last minute to get everything completed.

If you're just starting out on an effort to organize your day by setting daily goals, keep your list small until you can get into the habit of living a scheduled lifestyle. The night before, maybe write down few things that you want to get done the following day. Write your daily goals on a 3x5 card and keep them with you at all times so you can refer to them often. Remember, each day should have a purpose.

So what type of daily goals should you set? How about planning to make all your lead follow-up calls today. Another goal might be to call 10 expired listings, 10 FSBOs and 40 cold calls around a listing. Or maybe plan to set 2 appointments and take one listing. Just start out with a simple checklist that you can refer to throughout the day. When you view your goals on a checklist, it can make them seem easier to accomplish and you'll be able to concentrate on one thing at a time. With time, you'll find the length of your checklist increasing and your tasks becoming more advanced.

The road to your ultimate goals may be long and hard. But creating your daily goals checklist will make it all seem less stressful. Remember, nobody gets rich overnight it takes dedication, perseverance and hard work. You'll need to work hard and steady to achieve those long-term goals. Reaching your goals will require you to keep at it everyday, one day at a time and one task at a time.

Positive affirmations are a very useful tool for helping you complete daily goals. Making each goal into an affirmations, such as..."I will set 2 appointments and take one listing today" can give you that extra boost you need to reach both your daily and your long-term goals. If you set daily goals and give yourself the reassurance through affirmations that you will succeed, nothing can stop you from reaching your ultimate goals in life.

Corey Wells, is the founder of Leading Example Coaching which offers Real Estate Agent Coaching, Books, Audio, Scripts, Packages, Software & More.

Visit: Leading Example Coaching - <http://www.leadingexample.com/>

# Setting Personal Goals

By David Dutch

You can identify a successful person by the company they keep, they mix with others who can give rather than take from their lives, and unsuccessful people allow their social circle to keep them at the level of the group. All successful people have a vision of how they want their world; this is the common thread that has been spun down through the ages. Through persistence and perseverance, you can emulate them by developing a vision of your future. Today you are what you are because of all the decisions and actions you have taken in the past, you are the sum result of all of your thoughts to date, you have attracted to your life everything you are so you can apply the same law of attraction in the future by controlling your thoughts, decisions and actions positively.

Although we have made tremendous progress in medicine there is a final frontier to conquer, and it is not space, it is the mind; the workings of the mind are still a mystery to medicine - being able to launch a man into space has still brought us no closer to finding out how the mind works. We think in pictures and play out the picture we see on the screen of our minds eye. The power of the mind to influence the body is beyond question; a negative mental attitude can threaten ones health, and a positive mental attitude will trigger changes within the body that promotes health and healing. If you tell yourself that you can do it, and then trust me, you can because nothing is stronger than your will and power of your mind.

Your thoughts are governed by visualization, if I say aeroplane you do not see the word in your mind you see the picture of an aeroplane, we think in pictures not words so this makes it easier for us to visualise what we want in life. The reason why successful people succeed is because they precede their success with successful thoughts about themselves, people who enjoy creative and successful lives think creative and successful thoughts -- and then follow up on those thoughts by setting personal goals. If you focus your mind on setting personal goals, you are in a sense preparing your body to perform in a successful manner with successful thoughts every time you read a positive quote or saying.

Dreamers are not achievers. Not strictly true, day dreaming without purpose is what non-achievers do. Think of something you **REALLY WANT** in your life, describe it in fine detail, if it is a new house, describe the approach, the hallway, the rooms, the furnishings, the view, determine **WHY** you want this particular house, write out what it would mean to have this house - now go into a quiet room put on some earphones, play some music, preferably Baroque type and let your mind relax then gently allow the pictures of the house to drift into your mind, do not force them.

Everything - starts with a thought, it works that way with any thoughts you have, because thoughts are creative - especially when you energize them through strong feelings and emotion, that's how you 'get' what you focus on, this is important to understand because you can never be successful if you focus on what you don't want or fear will happen. When people focus on what they fear, they unconsciously create what they don't want on an individual, local, national and global scale - this fuels more fear - - and the cycle of "Negative Manifestation" continues.

What do you want to be doing five years from now, running your own business; a senior manager in your organisation; a great parent, etc; regardless of your answer, the key question

is, what are you doing now to prepare for it. If you're not preparing for your future today, don't expect to achieve your hopes and dreams in the future, it is unrealistic to expect to get where you want to go without setting personal goals and developing a plan to achieve them.

Fortunately we all have the innate ability within us to create our own future whatever we want it to be, but you must take action today no matter how small.

### [First Steps to Goal Achievement](#)

By David Dutch

# Goals Success - You Can Do it Too With Goal Setting

By Mark Bowser

Tony Campolo tells a wonderful story about a young man who found joy and pleasure in a most unlikely place. The young man was a professor of English Literature at a state university. He was a Ph.D. in his field. He had everything going for him except joy and fulfilment. One day, the young professor walked into the dean's office and said, "I quit." The shocked dean looked at the young professor and told him that he couldn't just walk out and if he chose to do so that he would never get a teaching job again. The young professor somberly looked at his Dean and said, "That's okay." He then walked out the door to find his future.

So what ever happened to this young professor? He became a mailman. "What a waste," we say. "He had his Ph.D.! He should be teaching! That is where he will make a difference!" Oh, he is making a difference...as a mailman. You see, he is a lousy mailman but an incredible human being. Most of the other mail carriers at his post office finish their routes at least two hours before the young professor finishes his. Why is he so slow? Because he visits. The professor discovered that many of the people on his route never got visited until he became their mailman. He discovered how lonely and hurting people are for love and kindness. The professor said he discovered that the people on his route are interesting people who believe it or not love literature. Is the young professor still teaching? Absolutely! The only thing that has changed is the location of his classroom. By the way, is the young professor making a difference? What do you think?

In 1776, Thomas Jefferson penned the immortal words that all Americans had the right to "life, liberty, and the pursuit of happiness." Notice he didn't say the guarantee of happiness. In fact, it was Benjamin Franklin (who helped draft the Declaration of Independence) who pointed out that to get happiness, "You have to catch up with it yourself." We have to be like that young professor and pursue our happiness. Well, that is exactly what we are going to talk about right now-- how to catch up with happiness. I believe happiness is found in the pursuit of a goal. A dream that grabs your life with passion. But how do we make it come alive? How do we get the car out of the garage and onto the road?

Right now, I am going to share with you a goal setting process. I encourage you my friend, to take the time to go through this process. It will take some effort but if you pursue it with excellence, it can change your life and happiness will come. It was Professor Kenneth Boulding who said, "If you pursue excellence, happiness sneaks up behind you and touches you on the shoulder. If you pursue mediocrity, you're sure to catch it."

## THE GOAL SETTING PROCESS

### STEP ONE: Balanced Goals

One of the keys to successful living is that we have to live a balanced life. In order to do this, we must have balanced goals. Now, this goes against the grain of our society. How does our culture define success? Most of the time with fame and fortune. Let's think about Hollywood for example. On the surface, it appears Hollywood is success. It is filled with famous people who have more money than they know what to do with. But are they happy? Would you trade your life for theirs? I

sure wouldn't. Many of them live sad, sorry lives. Many of them have great success in one area of life but are failing at the whole of life. Many of them have unbalanced goals. Most people who have unbalanced lives are not happy people. What we are going to talk about is true success-Balanced Success.

In order to have balanced goals, we have to brainstorm and set goals in a number of areas of life. I believe we need to set goals in at least four main areas. Those four areas are Personal Development Goals, Career and Financial Goals, Rest and Relaxation/Fun Goals, and our Dream Building Goals. You could even break these four areas into subsets and diversify your goals even more. For our roadmap today, we are going to focus on these four areas to create our purpose filled balanced lives. So, let's get to it.

#### A. Pray.

As a Christian, prayer is an extremely important part of my life. I believe prayer should be the starting and ending point of every goal setting process. We need to seek the Lord's perspective on our lives. We need to pursue His will and His desires for us as we set our goals. Ask for His wisdom, knowledge, and insight in order to set His good goals for your life. Thank Him for His help in this process.

#### B. Brainstorming

This is where we start to put our goals on paper. What you do is put the four main areas of goals into four separate columns on a piece of paper. Then you take each column separately and think of all the goals you would like to accomplish in that area. Your Personal Development Goals would include things like how to improve yourself (training, reading books, seminars, fitness, eating right, etc...), your relationships, and your spiritual life.

Career and Financial Goals would include where you want to be in your career two years from today, five years from today, ten years from today. It would include how much money you want to make this year. How much money are you going to invest and save (and how) and so forth.

Your Rest and Relaxation/Fun Goals include where you want to go on vacation this year, what hobbies do you want to participate in, cars you want to buy, houses you want to build, etc...

The last area is your Dream Building Goals. A Dream Builder is someone who gives back. Someone who makes a difference in someone else's life. Someone who helps build another person's dreams. The question here is how are you going to give back? Maybe it is serving at your church or giving time to a local charity. Maybe it is visiting a shut in or reading to the blind. How can you make a difference?

After you have brainstormed your goals, now it is time to narrow your focus. After your brainstorming session, you might have written down 100 or more goals. Well, you can't accomplish all of them today. What happens to a jack-of-all-trades? That's right. He becomes a master of none. What you need to do now is choose 3-4 goals in every column. These will become your working goals. The goals that you are going to pursue now.

#### STEP TWO: Realistic Goals

"Realistic? What are we talking about realistic for? I thought we were to dream big? I thought we were to shoot for the star? It's negative thinkers who say, 'I'm not negative, I'm realistic!' I don't want to be like them. I want to be positive. I want to be a dreamer of great dreams that are put in action!" I agree. I also say we have to be realistic. For example, what if I set a goal of playing centre for the NBA's Indiana Pacers next year? What are the chances of my reaching that goal? Be nice now. But you and I both know that at five feet, ten inches tall and over 40 years old, I am not going to play centre for the Pacers or any other team for that matter. It is an unrealistic goal for me.

I believe we need to shoot for the stars. I believe we need to dream big. But I believe we also have to know our God given strengths and abilities. When we tap into the gifts God has given us and allow Him to birth His dreams into our lives, then we discover that the impossible truly is "possible with God."

#### STEP THREE: Why?

One of the most important questions that you can ask yourself during the Goal Setting Process is the question "Why?" Why is this goal important to you? Why must you reach it? You see if you don't have a big enough "why" then you will not have the motivation and persistence to go after it. And at that point, you need to get a new goal. If you have a big enough "why" then you are ready for step #4.

#### STEP FOUR: Set a Target Date

The next step is when do you want to accomplish your goal? Set a target date for completion. It is not so important that you reach the target on time, but it is important to have something to shoot for. A target date that will stretch you. A target date that will propel you toward your success. So, what do you do if you miss the target? You re-aim and shoot again. That's the way to reach your goal. Keep shooting until.... Keep striving until.... Keep pursuing until...you reach your goal and your dreams come alive!

#### STEP FIVE: Setting your Goalets

Every goal is broken down into smaller goals or action steps I call goalets. Achieving your goalets step by step and in time you reach your entire goal. For each of your goals ask yourself, "What's the first thing I need to do to reach this goal? The second thing? The third thing?" and so forth. Then commit yourself to taking action on that first goalet within the next 24 hours. Immediately if possible. You have to get the car out of the garage and onto the road. If not, procrastination could set in. Take Action Now!

Let me ask you a question, what do you do after you reach the first goalet? You may say, "Take action on the next goalet." Well, you are moving too quickly. The first thing you do after reaching the first goalet is evaluate. Are you still on course? Has the action taken put you closer to your main goal? If yes, then celebrate the victory. After every goalet, we have to celebrate what we have accomplished. This creates motivation. You see, we are going to spend 90% of our time in the journey towards the goal. We have to make that experience measurable (through goalets) and enjoyable (by celebrating the victories). Let me ask you another question. What do you do after you

have reached the main goal? Celebrate big time! Have a BIG victory party! Then what do you do? Set a new goal and go for it! Dr. Robert H. Schuller has a concept called The Peak to Peek Principle. The idea that when you reach the mountain top, the peak of your goal, that you will have greater vision at that angle than you have ever had before. You will be able to see (peek) the next greater peak (goal) of your life. Success never leaves you where you began. You are stronger, more skilled, have greater knowledge than you did before. Use your success and go for the next mountain top!

In May of 1989, Mark E. Smith started to formulate a goal in his mind. You see, he would be graduating from high school in a month. Now, that's a big goal, but Mark had an even bigger goal. His goal was to wheel across the stage under his own power in his manual wheelchair. Mark had cerebral palsy. If he did not have to use his electric wheelchair then he knew he could accomplish anything.

To prepare for graduation, Mark began using his manual wheelchair during the school day. It was tough. Wheeling around school with a stack of books was exhausting. His classmates offered to help him. They would be more than happy to push him to class. But Mark refused. He knew he had to do this on his own.

Finally, the day had arrived. It was June 14, 1989, graduation day. Mark and his classmates looked so distinguished in their caps and gowns. Finally, it was Mark's time. His name was called to get his diploma. As Mark pushed himself slowly toward the front of the stage, he realized something. He was getting a standing ovation. It was like a stadium full of people cheering for an athlete. The goal was complete! The victory was at hand! Mark accepted his diploma and turned to his fellow classmates. With diploma held high over his head and pride of accomplishment in his heart, Mark yelled, "I did it...I did it!" And you can do it too! Go for your goals...and live a great life!

I would now like to invite you to receive our FREE Ezine Newsletter "The Empower Newsletter" at my website Corporate Training. From Mark Bowser of <http://www.MarkBowser.com> Thanks for reading today.

# How to Visualize Your Goals

By Wade Ryan

How to visualize your goals is made easy when you use a vision board. Visualizing your goals involves firstly writing out a clear list of everything that they would like to achieve and then putting a time frame on each of these goals.

It is important to realize that you are capable of what ever you put your mind to, so you need to view your goals as if there are absolutely no limitations of achieving them. For example if you want to receive \$ 20000 within 30 days, then you need to intend that, visualize the \$20000 coming into your life. It does not matter that your current income may have a ceiling limit because of your job.

If you focus on the fact that you will receive something and you really feel the underlying feelings of having it now, then those goals will manifest, but remember that the manifestation of your wishes is in total accordance with whether you are in harmony with the universe or not. If you are thinking and visualizing yours goals but you are feeling negative, then it is unlikely that you will attract that which you want to attract. Visualizing your goals and actually forming a mental picture of that which you wish to attract into your life on a sub conscious level, is affirming to yourself that what you want is possible and that it will happen.

Once you have made a list of all the things that you wish to attract into your life, go through some old magazines and find pictures that closely resemble that which you want to attract, for example if you want to vacation to a beautiful island, then find a picture of a beautiful island with palm trees, but to make the vision even stronger, try find a picture of the actual island that you want to vacation to. Put these pictures onto a pin board where you are able to easily see them on daily basis.

One of the most powerful things that you can do is spend a few minutes every morning as you wake up, looking at all of the pictures on your vision board, focusing clearly on them.

Now close your eyes form a vivid picture of all of these items on your vision board, feeling and watching them manifesting in your life. Imagine and feel yourself sitting on the beach on your island holiday, imagine what the cocktail or soft drink that you are drinking tastes like, imagine the sound of the waves and the noise from the palm trees in the background, feel the heat of the sun.

If you want to manifest large sums of money into your life, and then imagine that life style, feel the freedom of being able to live that lifestyle without financial constraints, then open your eyes and start your day with these positive feelings and thoughts and leave it to the universe to manifest your goals and desires.

It is important to remember that most of these desires and goals, in order to be achieved, will require some sought of action on your part. As you are feeling the feelings of manifesting these desired goals into your life, you will feel impulses to take some form of action. When this happens you must take action quickly, because the universe likes speed. The more powerful your vision, but specifically your underlying feelings of having your goals now, the quicker they will be manifested.

If you would like more information on vision boards or vision board software, click on this link:  
<http://tinyurl.com/6gf6wb>



# Visualise Your Way to the Top

By David Dutch

Have you ever wondered why it seems that other people that you know or hear about appear to achieve so much success in everything that they do, while you may dream of success but it always appears to be just out of reach?

As I write this the world's top golfers are playing in the British Open Golf Championship, on the wind and rain swept dunes of Royal Birkdale, the world's top athletes are preparing to meet the greatest challenge of their career at the Olympic Games and almost as a side show the world's top soccer players prepare for the new season ahead with all the challenges that the Premier, or Seria 'A' or La Liga may bring. Amateurs may dress for success but professionals prepare for success.

What can these top sports people teach us in our efforts? What is their key to success? In deed what is success?

The magic of success is that no matter if you try to achieve it through a formal goal setting programme or not there is success for all attainable. Now that may sound a very broad-brush stroke attempt to try to appeal to everyone who may be reading this article. There are success factors that if you follow them you will taste success maybe for the first time in your life.

Every professional sports person regardless of their sport try to achieve one thing, every time they go on a golf course, a running track or a football field, it is beyond goal setting theory, they want to better their personal best result. For some that will mean challenging for the top honours in their sport, for others success is being better than their previous best effort. Sounds easy but if you were to beat your personal best effort every time you would be very quickly at the top of your chosen profession fighting for the top honours.

So one of the first lessons you can learn in your quest for success is that you do not need to be the best in order to feel successful you do need to be the best you can be at everything you do.

The second lesson you can learn and the most important lesson, one that guarantees that you will achieve a personal best, is to follow a simple technique in your personal goal setting that is used by all the top sport and business people. Without this technique in spite of months and sometimes years of training and devotion to their sport or business, they would probably not appear on the honours board. That technique is Visualisation.

The technique involves using your imagination to picture yourself in your ideal situation to help you reach a personal goal. Visualisations unique selling point is that it is easy to do.

The magic is that we experience the world using visualisation, when you are asleep, you visualise events in your dreams. When you are talking or reading you picture images (not words) in your mind, as you read this article you cannot prevent your mind building images of golfers, runners, footballers, sports stars of every sport known to you.

If you lack the results you want in life it could be that your visualisation is weak, it is a problem not a solution. You could visualise the worst case scenario instead of the best case.

When your boss asks you to come to his office, do you imagine that you have done something wrong and could be about to lose your job? Do you find yourself imagining being reprimanded rather than receiving a promotion or a pay rise?

Visualisation is about focusing on what you want to happen as opposed to what you wish to leave behind.

In my book, [The First Step](#), through the power of a story I show you how to harness the power of visualisation in your life, and apply it to everything you do so that you can be the very best you that you can ever be regardless of the situation.

Are YOU tired of watching other people succeed when you find it difficult? - After 20 years of helping people succeed David Dutch has written a guide that guarantees you can savour success within 30 days.

[Your First Step To Financial Freedom](#) His Free Newsletter filled with hints; tips and ideas can be subscribed to at [firststep@getresponse.com](mailto:firststep@getresponse.com)

# **In Order to Achieve, You First Have to Believe!**

**By Kristi Ambrose**

When you become a true believer in not only yourself but of the workings around you, it's always going to lead you where you want to go. Accepting something, is not the same thing as believing. In fact, the word believe by definition means; to have faith, confidence; to believe in a person. As the great philosopher F.W. Robertson said, "To believe is to be happy, to doubt is to be wretched. To believe is to be strong. Doubt cramps energy. Belief is power. Only so far as a man believes strongly, mightily, can he act cheerfully, or do anything that is worth doing." This somewhat coincides with Andrew Carnegie's quote; "Anything in life worth having is worth working for." And it's true, believing in yourself, and believing you will get the good things you deserve in life, can sometimes be very hard. But if you truly believe it, and you think it's worth it, then it's also worth the work it takes to achieve it!

But how exactly does someone start the process? It takes some pretty simple and yet pretty hard steps. Now, I know some of you might feel "odd" doing the things I'm about to tell you to do, but I can tell you that this works, and not only does it work but it also builds your confidence up, which then builds your belief up in yourself, which then leads to achieving all those things you want to achieve! You're going to feel goofy at first but it's just you and yourself so without further ado; Several times a day look into a mirror, look directly at your face, in your eyes and out loud say these words:

In the infinity of life where I am, all is perfect, whole and complete. I support myself, and life supports me. I see evidence of the law working all around me, and in every area of my life. I reinforce that which I learned to enjoy its ways. My day begins with gratitude and joy. I look forward with enthusiasm to the adventures of the day, knowing that in my life, "all is good." I love who I am, and all that I do. I am the living, loving, joyous expression of life. All is well in my world.

Now if this sounds familiar to you, great! This is a positive affirmation by one of my favourite authors; Louise Hay. In her book titled "You Can Heal Your Life," there are several positive affirmations such as the one above between the chapters of the book. The one above is one of 6 I say every morning before I do anything else, and every night before I go to bed. So yes, this does work because I know from experience. These positive affirmations are incredibly important, and it's also nice because you don't have to make up your own affirmations if you are uncomfortable with it, there are millions out there! You can also use these pre-written affirmations as your own and add or subtract your own stuff, its like a positive thinking script!

I love these things, I find on days when I miss doing these for whatever my excuse is, I end up not feeling as good as if I would if I had done them. Its sort of like the domino effect. One thing happens that's negative, then you think about it too much, and oh hey here comes another negative thing and another and so on and so forth. But when I start my day out with affirmations, it's a mental reminder to me or almost like a sugar pill, it gives me the courage to be positive and happy and joyous all day long. And this too, can work for you as well! Just gotta put a little "elbow grease" into it so to speak! Check out some affirmations online, print the ones out you like and seriously do these for a month and you will see for yourself, I'm not delusional! This stuff really does work!

This author is a HUGE fan of <http://www.envisionfreedom.net> personal development, power of intention, Wayne Dyer, setting goals, Zig Ziglar, mindset, think and grow rich, Napoleon Hill You become what you think about most. Change your intention, change your results. I recommend <http://www.envisionfreedom.net>

# 6 Keys To Building Your Foundation For Success

By Darryl Mobley

Darryl L. Mobley, creator of the "How To Create A Life Worth Living" system, is a highly sought after marketing, new concepts and business-building consultant, ... ..

Becoming successful requires building the right habits and taking the right actions. I call these habits and actions the foundation for success. Here are 6 keys to building your foundation for success.

## 1. Expect the Best

- \* Use positive self-talk from the time you awake until the time you sleep.
- \* Look at your every problem as a special opportunity to succeed.
- \* Uncover the good that is in all of your key relationships.
- \* Handle your health as if it matters. Take nothing into your body that harms you.

## 2. Become Self-Motivated

- \* Stay focused on your goals.
- \* Abolish the word "can't" from your vocabulary. Replace it with the word "can."
- \* Abolish the word "try" from your vocabulary. Replace it with the word "will."
- \* Develop a vivid mental picture of what achieving your goal will look and feel like to you.

## 3. Become Goal-Oriented

Super-Achievers are all about their goals and their plans for achieving their goals.

- \* Develop a list of your Major Life Goals.
- \* Place a sheet of paper (that has your list of Major Life Goals) up on your bathroom mirror.
- \* Look at it each morning and evening.

Answer the question: Where do I want to be personally one year from today?

Answer the question: Where do I want to be personally five years from today?

Answer the question: Where do I want to be personally twenty five years from today?

Answer the question: Where do I want to be professionally one year from today?

Answer the question: Where do I want to be professionally five years from today?

Answer the question: Where do I want to be professionally twenty five years from today?

## 4. Develop Self-Discipline

- \* Read books that explain how to develop self-discipline.
- \* Develop the habit of doing what you set out to do. Don't be a quitter.
- \* Exercise at least 4 times each week.
- \* Listen to CDs on the subject of developing self-discipline.

#### 5. Create your "Huddle-of-Achievers"

Your Huddle-of-Achievers are those folks who have done what you want to do and those few people who support you in your quest. Talk over your goals with these people and these people only.

Who are the folks that you want in your Huddle?

The power of your Huddle-of-Achievers is that participants increase the level of success that can be achieved by challenging each other to create and implement goals, brainstorming ideas, and supporting each other with honesty and respect.

#### 6. Build Up Your Personal Brand

In my Do Your Brand™ seminars I teach attendees how to develop their Personal Brand. I encourage all graduates of my seminar to answer these questions:

1. What's the most important thing in your life?
2. What are your core strengths?
3. What are your short and long-term goals?
4. What is your Unique Personal Proposition™?
5. Who are you?
6. Who do you want to become?

Then I ask them too regularly and consistently:

- \* Review their Personal Mission Statement.
- \* Take action on their Personal Brand Building Plan™.

Meet Darryl Mobley--- For nearly 25 years, super-achievers have praised "Winner's Life & Business Coach" Darryl Mobley. You may know him as the founder and publisher of one of the nation's leading magazines. Darryl Mobley is brilliant when it comes to the strategies and action steps that lead to living a better life. Or, as he puts it, "How To Create A Life Worth Living. Darryl Mobley teaches people How To Create The Life Of Their Dreams - personally and professionally - with more happiness, more income, better relationships and more success. To find out more about Darryl Mobley and sign up for his FREE How To Create A Life Worth Living ezine, visit <http://www.darrylmobley.com>

# Plan Your Journey to Accomplishment

By Derek Epperson

In many leadership and management circles, goal-setting plays a key role in motivation and production. A central theme arose giving an outline as to how those goals should be developed, known as SMART goals.

SMART Goals for Great Results

SMART goals are those that are:

- \* Specific - A specific goal has a much greater chance of being accomplished than a general goal.
- \* Measurable - Establish concrete criteria for measuring progress toward the attainment of each goal you set.
- \* Attainable - When you identify goals that are most important to you, you begin to figure out ways you can make them come true.
- \* Realistic - To be realistic, a goal must represent an objective toward which you are both willing and able to work.
- \* Timely - A goal should be grounded within a time frame.

However, the paradox of obtaining these grand results requires both having a smart goal AND a smart action plan. Goals without actions produce nothing; actions without goals will wear you out without accomplishment. It is key that these be combined to produce achievement. A Smart Plan for those SMART Goals

Moving yourself or your group into motion can be made easy by taking the first step (mentioned above) and having an overall goal that is known and achievable. Achievement comes as a result of you moving through your action plan toward the goal.

Taking the proper first steps in an action-plan are vital, as missteps can cause delay in obtaining that goal, or worse-case, cause you to restart your journey under a new set of circumstances.

So, let's look at a simple analogy for you to form your goal-achieving, results-oriented action plan.

1) Of course, having your SMART goal in place is the best first step. Unless you're just travelling for fun, you need a destination to determine the best route.

2) Now that you know where you're going, what do you need to get there? What form of transportation, what supplies, and who are your travelling partners?

+ Transportation is our method of action; i.e., losing weight usually requires diet and exercise, landing a dream career may require education and experience, etc.

+ Supplies are those items needed that don't necessarily create the end result, but utilizing them along the way helps us get there; i.e., diet and exercise might equate to healthy foods or workout

equipment; education and experience might equate to college courses or working in other lateral/vertical job positions, etc.

+ Travelling partners are those who are either working toward the same goal or helping you in the pursuit of yours; synergy and motivation flow from travelling partners. These are your network, your references, your stimulus.

3) You have a destination in mind, the vehicle is fuelled and packed, and you should just get on the road to success, right? Not quite. Any chance someone packed a map? Take some time to see what roads and towns best get you to your destination.

In other words, break down your overall goal into smaller, 'quick-win' goals, and set the course to get those done. The journey won't seem so toiling when you can see immediate results toward your overall success.

4) On your way to achievement, don't forget to stop and talk to the locals! That will be a waste of good travelling time, you say. Not really. It's always good to know the best roads, where construction is taking place, and what obstacles might be down the way. And if you happen to get lost, it doesn't hurt to ask for directions.

What if the information provided to you by those more experienced shortened the time to completion of your goal, or provided you additional skills to prepare you for opportunities or dilemmas that can make or break you getting that much closer?

5) During any long travel, pulling over to stretch and rest isn't uncommon. Every once in a while, take some time to re-evaluate your current situation, check the supplies, and make sure you are still headed in the right direction.

6) Look, there's the city limits sign! By now, you're in the final leg of your travels, and are the brink of answering "Yes!" to the unending "Are we there yet?" Keep your eyes open wide and finish!

Your goal is all but achieved. Now is the time for total focus. Complete that which you have worked for all along. Don't allow outside influences, which you have overcome thus far, stop you now. You are at the conclusion of a job well done.

7) You've made it! You have arrived at your final destination, for now. Enjoy your victory; relish that what you set out to do, you've (or your group) made it happen. But fulfilling your objective and completing that goal is not all that you've accomplished. You've set a plan, worked that plan, learned from choices, made adjustments when needed, united with others, and so much more - you've experienced the journey...an accomplishment in and of itself.

<http://www.nichedigging.com/2008/08/08/plan-journey-accomplishment/>



# Are You Using These 5 Strategic Principles From the Science of Getting Rich?

By Jinger Jarrett

Although James Allen's book, "As a Man Thinketh" is probably the first classic on the topic of changing your thoughts to change your life, it really is a hard read. There's not really any practical advice in it to show you how to get what you want out of life.

On the other hand, "The Science of Getting Rich" is full of gems to help you understand how to achieve the life you want. When you understand these principles, you will take the right kind of action to achieve your dreams.

1. Getting rich is the result of following certain principles, nothing more.

Did you ever notice how the universe works on certain scientific principles? We can depend on the laws of physics. They work the same way every time. The principles behind getting rich and achieving the life you want work on certain scientific principles too.

These include knowing what you want (your dream), believing you can achieve your dream and then taking the appropriate actions to reach your dream.

2. God wants you to have abundance, not poverty.

I grew up in the Baptist church. Lots of hell fire and brimstone there. The problem is that those teachings are for non believers. Once you get saved, they no longer apply. If you think you have die first to be happy, then you need to read the Bible because that definitely isn't what it says.

When God created Adam and Eve, He put them in a beautiful garden. Everything was perfect. There was plenty of everything. Adam and Eve were going to live forever, and they would enjoy a face to face relationship with God. That hardly sounds like a god who wants you to be miserable.

3. There is more than enough for everyone.

There weren't as many people around when Wallace Wattles lived, but one thing hasn't changed: there are more than enough resources on Earth to support everyone. In fact, the Earth has the capacity to support around 50 - 60 billion people. Even if you add up all of the people who have ever lived, that's only a fraction of what the Earth can support.

That's why it's not necessary to compete with others to achieve what you want.

4. To achieve abundance, you must satisfy the mind, body, and soul.

Have you ever noticed how Hollywood stars seem to have everything, but they're miserable? In fact, a lot of people who have a lot of money are miserable. Have you ever wondered why?

It's because their lives are out of balance. Money will only satisfy the physical needs. It won't satisfy all of our other needs: health, relationships, the need to be loved. When you acquire monetary wealth, as well as enrich all of the other areas of your life, you will be happy. Understand that money

is a tool to help achieve what you want in life. It isn't something to be worshipped or acquired to make us feel better about ourselves.

5. Success in life is becoming what you want to be.

This is the ultimate success. When you have the career you want, the type of relationships you want, the bank account you want, you are achieving in the physical what you want to be. Success in life is far more though. It's a satisfaction of knowing you have achieved your full potential.

Let me caution you though, don't wait until you have achieved everything you want before you allow yourself to enjoy your life. Enjoy it now. Most of the things we want in life we probably already have and just take for granted.

Ultimately, having the life you want is about hope. As Wallace Wattles says, "The world is not going to the devil; it is going to God. It is wonderful becoming."

It's all about going for it, having the faith to believe and then the willingness to do what it takes to make our dreams become real.

Sign up for your free copy of the "Science of Getting Rich" free eBook and achieve the life you want. For more tips, read my blog: [101 Christian blog](http://101christianblog.com).

# Get Up Early and Succeed

By Alain Burrese

Alain Burrese and Burrese Enterprises, Inc. provide entertaining and informative keynote speeches and educational seminars. From success & achievement principles and leadership skills to safety ... ..

One of the first lessons I wrote about with my "Lessons From the Apprentice" was titled "Get Out of Bed." In the first season of "The Apprentice" with Donald Trump, the phone rang and the group learned that they would be leaving Trump Tower at 5:45 a.m. to meet with Donald Trump for the first week's task. The lesson here is clear. You are not going to work for Donald Trump if you enjoy sleeping in and lounging around.

The most productive people are up early. You do not see many late or over-sleepers accomplishing much. Sure, there are articles out there by sleep analyzers that expound theories regarding sleep needs, but most people have a good concept of how much sleep they need. Many studies suggest that Americans get too little sleep. Don't worry about the studies, worry about what works for you.

In an article titled "How to Become an Early Riser" by Michael Masterson in the Early to Rise e-newsletter, he states that the benefits of getting up early include:

- You will get more work done.
- You will accomplish more important tasks.
- You will advance your career more quickly.
- You will be more respected at work.
- You will make more money.
- You will have more time to exercise.
- You will be healthier.
- You will be happier.

I agree with Masterson that the benefits are just too great and too numerous to ignore. Many people enjoy sleep and stay in bed as much as they can. These people are not working for Donald Trump, nor are they the movers and shakers of the world. Reduce your sleep and watch your productivity jump. Try reducing your sleep by thirty minutes, or an hour, and see how much more you can accomplish. When I was in the Army, we had to get up early, you didn't have much choice. Good thing I was actually used to getting up before dawn even before I enlisted.

Personally, I always feel the best when I have gotten up at 5:00 (sometimes even 4:00 or 4:30) and have exercised, planned the day, watched and/or read something motivational, and have worked on one or more of my goals. As a youth, I always enjoyed being the first up when we were camping. By the time everyone else got up I had already taken a walk, gathered more firewood, and had a nice the fire down to nice coals to cook the coffee, hot chocolate, and other breakfast foods. Believe me; everyone else was very grateful that I enjoyed getting up first to do this.

I do not suggest you reduce sleep to where you become less productive. Each person must find the optimal amount for his or her peak performance. If you are already limiting your sleep, maybe cutting back more is not the way to increase productivity. However, there are many people that can reduce their sleep time and notice significant improvements in productivity and no harmful effects on their health.

Most people that have goals and projects to work on that are important to them find they do not have time to stay in bed. Having a defined purpose in life, goals to achieve, and things to do that excite you will make it so you want to jump out of bed early and get started with each new and wonderful day. So get up early and see just how much you can achieve!

Alain Burrese, J.D. is a mediator/attorney with Bennett Law Office P.C. and an author/speaker through his own company Burrese Enterprises Inc. He writes and speaks about a variety of topics focusing on the business areas of negotiation and success principles as well as self-defense and safety topics. He is the author of Hard-Won Wisdom From the School of Hard Knocks, several instructional DVDs, and numerous articles. You can find out more about Alain Burrese at his websites <http://www.burrese.com> or <http://www.bennettlawofficepc.com>

# Improve Focus and Concentration Plan

By Leon Edward

You think you figured out what is keeping you from focusing on work or school studies and you have dealt with it. You found that nice quiet place to do your work or you have figured out how to control the things around you to the point where you can focus. You have also learned to stop doing things like procrastinating and have learned to control stress and anxiety.

However, after everything you have done to get your mind to focus you are still having problems with your mind swimming with all kinds of thoughts. It does not matter how hard you try, in fact the more you try to concentrate on what you are doing the more you find that you cannot focus. Therefore, you find yourself looking through the window or deep in thought while your project still needs to be finished. Most of the time it is because we have not properly thought of the ultimate goal that keeps us from concentrating. If you do not know what it is that you want or need to do it can be a little tough to get started right? I mean, you can't take a successful road trip if you do not know which direction you want to go in or at least where you want to go.

So now is the time to sit down and set your goals, decide where it is you want to go and what it is that you want to do. If you find that your goal is a little hard to reach, just break it down into smaller goals that do not seem so overwhelming. You have to have a plan in order to get anywhere in life; even the smallest tasks need to have a plan of completion.

Having a plan can help you to easily overcome the overwhelmed feeling you have, which in turn will help you concentrate on the task at hand. The thing is, you know what it is that you want, you know how to get what it is that you want and you know how to get to that point. If you follow the plan you will get to the place you need to be in order to get what it is that you are looking for.

Now you have all that figured out. You have your goals set and you have your plan all planned out but wait, your assignment still has to be done and your thoughts are still scattered. You are still finding it hard to focus on the task at hand and getting all your thoughts in order. If you still find your head swimming with thoughts it may be best to write all them down. You can even try keeping a journal, this can help you decide what it is that you are really focusing on and then learn how to direct that focus where you need it to be. It would be really nice if we could all focus with the sharpness of a laser on the task at hand but unfortunately, it is unlikely that anyone can be as sharply focused as a laser.

When you are trying to focus on the project at hand and all other thoughts seem to be disabling us from doing so it is time to relax and find yourself in the Alpha State of mind where the mind is most creative. There are many things that we need to learn in order to keep our minds focused on the things that we need it to focus on. We need to learn to block thoughts that are unwanted, keep our minds from being overwhelmed, make our attention spans longer, switch from one certain project to another and keep our minds from wondering around to other things.

Visit Leon's personal development website for online training video and audio access with Success University Self Improvement Business Opportunity at <http://www.awesome-success.org>

# Positive Words - The Word 'Begin'

By Phil Minnaar PhD

In our lives we continually have new beginnings. For a newborn baby it is the beginning of learning and experiencing life. Every stage in the growing and developing of the baby is a new beginning: laughing, crawling, walking, running, becoming a toddler, becoming a kid, going to school. Every grade in school, every further stage in life, studies, work, marriage, parenthood are all new beginnings. Even retirement is the beginning of new experiences.

To begin is refreshing and renewing. To start the journey to a holiday destination is filled with excitement and looking forward to a time of relaxation and enjoyment. Every birthday is both a milestone and the beginning of a new life year. Every day is a new beginning with opportunities for success. Success is the extent to which we attain our goals. Setting a goal is the beginning of the journey. Planning is the drafting of a road map for the journey. Every phase in the plan will be a new beginning. Every task to be done will be the beginning of a part of the plan. Every accomplishment on the journey will be the beginning for the next step. On the journey there will be obstacles and unforeseen setbacks. Every challenge which has been overcome will be the beginning of the rest of the journey

The extent to which we will reach the final destination, our goal, depends on how we begin our journey, and each part of the journey, towards that goal. For every beginning we need vision, enthusiasm, energy and focus. To continue and to attain the goal we need resilience and dedicated effort. Reaching the goal is the end result. It is on the journey that we experience life in all its dimensions. Beginnings are starting points on our journeys through life. They refresh and rejuvenate body, mind and spirit. But new beginnings are not limited to the important goals in our lives. They are just as important in our everyday lives. Life is experienced in the moment, this second. This is where we have a choice. This is where we can continuously create new beginnings, new things to do, new ways of doing things, new relationships, new enjoyments and new experiences.

Without clear goals we can become stuck in a groove. It has been said that the difference between a groove and a grave is just the depth. The way to avoid a groove is through new beginnings. Why wait for New Year to make New Year's resolutions? Create continuous new beginnings every day with enthusiasm and life will be a continuous renewal.

Phil Minnaar PhD is a management consultant specializing in management information, business intelligence systems and systems thinking. He has a multi-disciplinary PhD in Computer Science and Information systems, applied to Educational Management.

He has a particular interest in the power of positive thinking and recently published his book, The Positive Dictionary. He went through various dictionaries and selected only words with positive meanings or connotations. For each word he wrote a concise explanation in the form of an action or activity which can be practiced to use that word to become more positive in life. Each word is also explained in the form of a deeper thought or a slogan or a motto, which can be followed in life.

The Positive Dictionary a practical resource for a positive attitude and success in the workplace.

Information on The Positive Dictionary is available on <http://www.thepositivedictionary.com>

# Conquering the Critic Within

By Margaret Page

In some way or another, we all struggle with currents of negativity that swirl in our minds. But the people, who learn to confront it, challenge it and conquer it - those are the people who move ahead more swiftly, easily and joyfully.

This realization really hit home for me when I saw Academy Award-winning actress Geena Davis deliver a speech about her quest to earn a spot on the 2000 Olympic archery team. She told us about the day a world-class archery coach joined her on the field to assess her skills. Her nerves ran high as she took her stance, positioned her bow and arrow, and released her first shot. It landed far from the centre of the target.

The coach asked, "What were you thinking just now, when you missed?"

Geena responded, "I was thinking I'm an idiot - I missed."

He instructed her to shoot again. She shot, she missed, and again he asked, "What were you thinking?"

"I can't believe I missed again! What an idiot! Why am I even doing this? I'm over 40... I'm too old for this!"

He turned and looked her in the eye. "Do you hear what you tell yourself all the time? What if, instead of berating yourself, you said, 'OK... the next shot will be even better!'"

In those few moments, Geena Davis learned to conquer the critical voice within. If only we all had such a coach! Because we all need have a critical voice within.

"I look pretty good today!" (If only I didn't have that belly bulge and those wrinkles around my eyes.)

"I think I have a chance at this promotion." (As long as no one finds out about the mistakes I made.)

"I think he's flirting with me!" (Nah, probably not... what would he see in me?)

For many people, that negative inner chatter becomes so incessant, so insistent, that it actually disrupts their sense of what's true.

In some cases, the critical voice develops into Imposter Syndrome. First mentioned in a 1978 study of high-achieving women, Imposter Syndrome is a vague sense of anxiety and self-doubt that comes from thinking you've "fooled" everyone into thinking you're better than you "know" yourself to be. By this point, the critical voice has become so convincing that you're buying everything it says! No matter how much proof there is that you're successful, smart, capable, beautiful and otherwise wonderful, the critical voice within convinces you otherwise. You feel like a fraud, and you're waiting for the day when someone will find out what you really are.

This mindset is much more common than you might think. It strikes people from all walks of life - teachers, policemen, doctors, etc. - but it is generally associated with high achieving, successful people. (This distinguishes it from low self esteem, where people generally underachieve.)

The critical voice within tends to discount achievement and overemphasize failure, leaving us spinning in a whirlpool of unrealistic standards. For those under the spell of the critical voice, success is often dismissed as luck, timing, coincidence, or the idea they deceived someone. Instead of internalizing success, they feel like a fake.

Can you identify with this tendency, even a little bit? It's not an all-or-nothing situation. You might feel like an impostor in some situations but not others, or in varying degrees.

Here are a few statements that might sound familiar:

- "I can give the impression that I am more competent than I really am."

- "I am often afraid that others will discover how much I don't know."

- "I just got lucky this time. It was a fluke."

- "It's no big deal."

- "I did well because it was easy."

Those in the grip of the critical voice also tend to:

- \* Give people the answers that she believes they want.
- \* Work harder in order to prevent people from discovering she's an "imposter."
- \* Feel that praise is based on charm, not ability.
- \* Exhibit perfectionist tendencies.
- \* Have a hard time accepting compliments.

If these traits feel uncomfortably familiar, take heart: there are a number of very effective steps you can take to reduce the volume and frequency of your critical voice within. If you consistently challenge it, you'll begin to feel as sharp and accomplished as everyone else seems to think you are.

5 Ways to Conquer the Critical Voice:

1. Catch your "critical voice" in action, and instead of letting it breeze through the back of your mind, drag it out in the light and challenge it. "You just said what?" Here's a little piece from the Dove Real Beauty Campaign that illustrates how this process can unlock some powerful personal realizations.
2. Retrain your brain. If you catch yourself thinking something like, "They're going to figure out I have no idea what I'm doing," counter that thought with a positive one: "It's ok to figure it out as I go along. Everyone goes through this." Or, like Geena's archery coach taught, tell yourself, "Next time, I'll be even better."
3. Tweak the critical voice to make it humorous. You could speed it up, slow it down, exaggerate it, give it a Mickey Mouse voice or even give it a nickname. When you can laugh at it, it won't have as much influence.



4. Build a "reminder book" of all the compliments that come your way. Build up proof that you are indeed fabulous, so you can remind yourself when you feel about as wonderful as old cardboard. Keep it on your desk and paste in e-mails and pictures. Jot down compliments religiously - especially when you don't feel like it. That's when they count the most.

5. Escape the trap of perfectionism. While it can indicate a healthy drive to excel, perfectionism usually holds people back. Remember, do a great job when it matters most, and learn to let a few things slide. (It's ok, we all do it.)

The most important step is this: Learn to separate feelings from fact. Just because you feel incompetent doesn't mean you are. Just because you feel unattractive doesn't mean you are. Remember, thoughts and feelings are temporary!

Margaret Page, founder of Beyond the Page Coaching Ltd., is passionate about helping successful professionals achieve their highest vision of success. With over 30 years as an entrepreneur and business leader, Margaret has helped countless professionals find focus, build efficiency, and eliminate overwhelm. Guided by her personal mission to inspire, encourage and motivate, she empowers people with the resources, tools and understanding they need to achieve extraordinary results in record time. As the head of Etiquette Page Enterprises, Margaret is also a recognized expert in business etiquette and international protocol. As a dynamic trainer, Margaret conducts inspiring programs and private consultations, with customized sessions that address each person's individual needs. For information about Margaret's coaching program, or to sign up for her newsletter, "A Page of Insight," please visit her online.

# Ten Traits of a Positive Thinker

By Nancy Sutherland

1. Optimism- Do you have a belief in and expectation of positive outcomes, even in the face of difficulty, challenge, or crisis? Being optimistic is a choice. You can choose to be a victim or a victor regardless of what life puts in your path.
2. Enthusiasm- Are your levels of positive energy, passion, and personal motivation consistency high? A smile and a controlled rush can show that you expect good things to come your way. Are you always striving to add value to others? Enthusiasm can also be considered charisma.
3. Belief- Do you always trust in yourself, others, and God to provide support and guidance when needed? Mary Kay Ash said, "Expect great things and great things will happen!" I have always found that to be true.
4. Integrity- Do you have a personal commitment to honesty, openness, and fairness, always living by and for your consistent ethical standards? It's what you do when nobody is watching that will show your true character.
5. Courage- How willing are you to take risks and overcome fears, even when the outcome is uncertain? Courage is not the absence of fear, but the willingness to go forward even when you feel the fear!
6. Confidence- Are you personally assured of your abilities, capabilities and full potential? Every person is unique, like a snowflake. There is no other person exactly like you- even if you are a twin. Discover what makes you unique and use it wisely.
7. Determination- Do you exhibit a tireless pursuit of a goal, purpose or cause? This can be a positive trait as well as a negative one. The ability to continue when the challenges of life get in your way will take you farther than you can imagine. Even setbacks and failures are stumbling blocks, character building experiences and opportunities for growth.
8. Patience- Have you developed the willingness to wait for opportunity, readiness, or results from oneself or others. I don't believe that anyone is born with patience. It is something that you can learn. A determined person will create their own patience.
9. Calmness- Do you maintain serenity and seek balance daily in response to difficulty, challenge or crisis; taking time to reflect and think? What do you put your faith in? A faith and trust in God will give you peace regardless of your circumstances.
10. Focus- Is your attention directed through the setting of goals and priorities? This is so important. Follow One Course Until Successful. Keeping it simple and focused frees your time from unnecessary tasks. The lesson in this is simple. Our beliefs shape our thoughts. Our thoughts influence our feelings. What you think about, you bring about.. Positive thinking motivates us to actions. Once you have mastered the secrets to keeping a positive attitude, you can achieve anything that you want in life! Are you ready to take action now?

<http://www.directsalesmarketingqueen.com/>

# Discover What Matters Most in Your Life

By [Jl Earlywine](#)

Most often when you read an article from me it is one that gives you practical business strategies that can be put into place the very next day or personal growth concepts that can be applied tomorrow when your feet hit the floor. However, the focus of this article is very different. It is one that I hope will make you stop and consider, "Are you ready." "Ready for what," you ask? Ready for something negative to hit your business, life or your family.

Before you stop reading thinking that this will be an article full of negative comments and statements, please don't. You might get some news like I did this past week from my doctor. The words that came out of his mouth so easily, as if he was commenting on the colour of my shirt, were, "That little sore on your nose is cancer." There had been no test done, no biopsies, no nothing, but those words froze in my mind and my heart, and caused me to begin thinking down a pathway of what would happen if it was true?

The following are several steps that I challenge you to consider before life turns up the heat on your life.

**Contingency plan in your business.** *It's A Wonderful Life* is one of my favourite holiday movies; I can watch it over and over again. The story in the movie is about a man that decides the world would be better off without him. With an odd turn of events he gets his wish, but has to watch and see what the world would be like without him. He soon realizes that he is very important and does have a reason and a purpose for living.

What would happen if you suddenly disappeared? Perhaps if you were in a terrible automobile accident and spent many weeks in the hospital and then many more in a rehab centre or if you had a heart attack that put you on the sidelines for months - would your business miss you? Or better yet, would it do more than just survive but continue to strive to be a leader in its industry?

I have spent the last twenty years coaching and consulting with organizations that have not been prepared for such events and when it happens the business suffers and the staff begins looking for their golden parachutes. However, it does not have to be that way. With a little consideration and planning your business can leave a legacy for many generations to come. A few thoughts for you on this:

1. Realize that you are not going to live forever. It has been said that we should live every day like it is going to be our last.
2. Meet with your top employees and begin developing a plan to be put in place if the unthinkable does happen to you.
3. Begin training your top employees to be able to take over your job at any time.
4. Get your personal finances in order - a will and living trust should be written. Debt should be lowered or eliminated, and your spouse shown where all the important papers and documents are.

**Emergency fund set up in your family and business.** I am of the opinion that you need to have plans in place to take care of your family even before you take care of your business. If you are the main money earner in your family and the guiding force in your business, then it is imperative that you have funds set aside for emergencies. Emergencies come in all shapes

and sizes, and usually when we don't expect them. Most personal finance experts suggest you set aside enough liquid money to be able to pay living or operating expenses for at least three to five months. This is just as important in your business as it is in your personal life.

**Adequate health and life insurance.** There are too many variations and options of health and life insurance to go into detail here, however you need to have adequate coverage in both areas. Don't let yourself be tricked into thinking that you will get to it one of these days. One of these days might come too early. I challenge you to set up an appointment this week with a qualified and educated insurance agent that can explain every option and policy to you. Choose an agent that has your best interest at heart and one that can explain the coverage without trying to sell you after every sentence.

**Eliminate debt.** In most people's lifetime two of the largest family expenses (other than taxes) are interest paid on mortgages, car loans, and credit cards, and depreciation on practically everything you paid all that interest on. The average family spends over \$1.20 for every dollar that they bring into their home. Therefore, if your family earns \$75,000 per year, then statistics say you are spending \$90,000!

Families are not like the federal government, we can't just "print" more money. We have to live by a spending plan, a plan that is designed to pay all the bills, save for future emergencies and retirement, and save for purchases such as that new big screen television or that new shiny, candy apple red sports car (without financing a penny). If you are struggling to pay the minimums on your credit cards then you know what you need to do - develop a spending plan and be determined to eliminate your debt regardless of what you have to give up.

I help many families work through these type issues, and one recently sent me this note - a true success story in the making.

My husband and I have had difficulty handling finances for many years, particularly because of lack of communication. Without sounding too dramatic, we were close to giving up on ever being debt-free or being able to "get on the same page". I actually remember, in our first couple of sessions, Jeff asking me if I saw any light at the end of the tunnel. I'm sure I said "no" because I really thought we were a hopeless case. After six months, I am relieved to say, I definitely see light at the end of the tunnel and we're learning how to communicate and get "on the same page." We're finally learning how to plan ahead and have been able to establish a savings account even with a lot of unexpected expenses. We still have some unresolved issues, but are trusting God to help us work through them together. I think we're going to make it after all!

### **Adequate income streams.**

If something drastic happens to you how will your family meet its obligations? Yes, having a nice amount in savings is a great first step, but if going to work is required to be able to provide for your family then you need to rethink things. Many people have the following definition of being financially free, "Having enough passive income to pay all my monthly bills." One of the easiest ways to do this is to have several streams of income. From investing in real estate, to stock options, to having business ventures in your line of work and perhaps a network marketing company or two. This will help assure you that your family will have enough income if something were to happen to you.

The story is not finished in my journey. I prayerfully believe that the little sore on my nose is not anything to worry about - but it has caused me to look into the mirror and answer some very important questions regarding my family and my business. I hope you will look into that same mirror with me.

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Hello...

Just imagine your dreams have come true, your business is thriving, and you are living your life to the fullest.

Possible??? You bet...

Let me tell you about myself...

My unofficial title is, "Minister of Organization," and by this title you might know this is my greatest skill. That skill will result in you and your organization reaching its potential. My passion is to come along side you and your organization and help you to identify, develop, and accomplish your dreams.

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# Personal Development Through Books

By Jason Johns

There are three ways people learn:

- 1) Through doing
- 2) Through seeing
- 3) Through hearing

Some people prefer to go to a seminar to learn, some prefer watching someone else do it, yet other people prefer to read about how they can change their life.

Seminars can be costly, some of them run into the tens of thousands of dollars and you have the disadvantage of having to travel to the seminar location.

One on one coaching can be expensive and relies on you finding a decent coach in your area, which may not be possible.

One of the best self improvement methods is through books. Books are affordable, common and thanks to online bookstores, you are no longer reliant on the whims of your local book stores.

Books in bookstores though tend to be a little bit out of date due to the length of time it takes to get a book from the author's imagination onto the personal development shelves in your store.

Electronic books (or e-books as they are known) provide much more current information as there is very little delay in getting them published.

Personal development e-books can help you take control of your life and are an excellent source of cutting edge information – often information deemed too radical or controversial for a traditional publisher. The benefits of personal development books are many, but they include:

**INSPIRATION & MOTIVATION:** Reading a story about how someone else has succeeded can be very inspirational and motivating. Knowing that other people can overcome adversity in their lives can provide you the inspiration and ideas on how to overcome the challenges in your own life.

**ACTION PLAN:** No matter what your goal in life is, you need an action plan, or road map of how you are going to get there. A good personal development book (such as the Success For Goal Setting Program) will help you create (and stick to) your action plan.

**STRATEGIES THAT WORK:** You can try to do something a hundred different ways and never succeed unless you know a strategy that works. Personal Development books will teach you techniques that really work and that you can apply to your life.

**IMAGINATION:** Personal development books can fire your imagination. Reading how someone else overcome the problems in their life to become world famous or fabulously wealthy can give you ideas on how to face the challenges in your life. It can set your imagination alight creating new ideas and new solutions to old problems.

One of the best ways to change your life is through a good personal development book. Visit your local book store or <http://www.MusicForChange.com> and discover some of the latest and best personal development books on the market.

# Your Life Purpose

By Jill Rapley

There is a well worn cliché: "if you don't know where you are going, how do you know you have arrived when you get there?"

Before I left New Zealand for the mission field where I accomplished much of what I set out to do, I attended an intensive Bible School course with a class of about 20 students.

During a vacation time back in New Zealand I met up with one of my companions from this class and he told me that few really did anything after graduating.

Then he told me that the students had been talking among themselves and saying I was the only one who knew what they were going to do and went out and did it. Mm. This is rather sad, but so true in every walk of life. So few really know what they want or are going to do.

I am attracted to young people a lot. I like to encourage them (sometimes push them) to go out and achieve. I ask them things like: What are your goals in life? Sadly of all the ones I have asked this question less than 10% really have an answer. The others give me a blank look and say "I don't know".

We are all created with a sense of destiny. We are meant to do great things. You are meant to do great things. There is something you can all do that no one else can. That means if you don't fulfil your destiny, there will be a gap left in the world.

But the question is: "Do YOU know where you are going in life?"

Here are some thought provoking questions which perhaps will help you to realize you have a destiny:

After I leave this planet, in what way would this world be a better place because I was once here?

If I was to face my last few minutes on this earth right now, what would be my greatest regret? (What have I not done, that I know deep down I should have done, or be doing?)

If I was to be given 6 weeks to live, what changes would I make right away?

In other words, we were all born with a destiny or purpose to fulfil.

Here is a tip to help you find your driving purpose in life:

Find a blank sheet of paper and a pen/pencil. Take a few minutes alone, and find a quiet place where you will be uninterrupted. Now write down all the things you think you would like to do while on this planet.

Everything that comes to mind should be noted down until you find yourself jotting down something with tears welling up in your eyes.

NOW you have found your true main purpose in life (your passion).



We all have:

The ability to influence.

What kind of influence do you want to be to the world around you? As you touch those close to you, they touch others and on it goes. So your influence can affect multitudes.

The ability to create.

We create with our thoughts and our words. Everything we do, we first plan in our minds, either consciously or unconsciously. What kind of life do you want to create for yourself and those around you? Your life affects others, no getting away from that.

The ability to be unique.

No one else can copy you. You are special; you have something to contribute to the world around you that no one else can. What unique qualities do you notice in yourself? Are you sharing these with those around you or are you keeping them to yourself?

The ability to succeed and to live in abundance.

The only thing that can change that is YOU and your thoughts. Are your thoughts and actions helping or hindering this purpose?

The ability to live in health.

(Yes we ourselves have a huge influence on our bodies simply by the many choices we make as we journey through life).

So I challenge you today, find your purpose in life and then GO OUT AND DO IT!

And now I would like to invite you to visit <http://www.thebizchamps.com> where you will find more motivational articles that I trust will help you in your life and business.

From Jill R.

<http://www.twitter.com/kiwichamp>

# **Short-Term Memory Improvement - The Right Way to Practice Basic Word Association**

By [Robert Deveau](#)

There is a right way and a wrong way to practice basic word association. It does seem somewhat boring and if you have done any searching at all for memory improvement techniques you certainly have heard of it. You might even have discounted it. But I want you to put all of that aside for now and accept that there might be a more interesting and more effective way of doing it.

Word association seems reasonable to some people but what if you forget your association? It has happened to me before. I take the time to remember someone's name and then I forget what I was supposed to associate the name with.

The problem was that the association was not strong enough and obviously not memorable enough. In order to make the association strong enough or memorable enough it has to be as compelling and interesting as an excellent movie. The way you do that is by making the association colourful and vivid and animated enough so that when that person whose name you are trying to remember walks toward you again, you look at him or her, find your association easily, because it is so colourful and animated and funny that it returns to you like a storm of memorable feeling.

The name "Clarke" for instance you give you a picture of Superman. You look at Clarke's tie, and you see a picture of a big red "S". The name Mary might give you a picture of a wedding dress, but you have to associate the dress to something about Mary. For example, if Mary is wearing a skirt or a dress, you look behind it and see the longest train you have ever seen on a wedding dress.

Memory enhancement techniques need to be practiced until they become automatic. Find out how to awaken your photographic memory.

<http://www.mightymemory.info>

# Character is Who We Are When No One is Watching

By Fred Nicklaus

I remember a conversation that I had a while ago with a person who was talking to me about a chance that he would have to make some extra dollars and possibly take over part or all of the ownership of a company. Sounded like a pretty good deal at first, but then the person went on to tell me that he was not happy with the opportunity for extra dollars but wanted to move on the ownership of the company. In order to do that, he was willing to do some underhanded things in order for him to achieve his goals. I thought

The aforementioned person never achieved his goal and is it any wonder? Isn't it true that the way of the universe is most often that we never get things if we don't really deserve them? It almost never happens with proper joy or reward if a person is willing to use underhanded means in an effort to get what they want.

It's interesting that this theme of Character is something that I come across on a regular basis. I was at my weekly bible study and we talked about the Character theme among the group of men that I meet with. Character, it really is at the centre of our relationships with family, friends, and everyday acquaintances. Any contact that we have will always be more fruitful and more fulfilling if we allow our Character to come to the front and be ourselves.

I believe that everyone knows the importance of acting the way you act at all times, no matter who the audience is that you might be in contact with. Are you the same you in all situations or do you have different you that come to the front depending upon the situation that you are in or the people your around whether your acting a certain way might benefit you depending upon the you that you display?

I believe that it's all fairly simple. Decide who you are and let people know who that is by the way that you act in all situations. I hope that we all decide to be honest, fair, humble, willing to learn, and willing to help others. I believe that these are some reasonable character traits that can lead to a successful and happy life.

Be true in all your actions,

Fred Nicklaus

For tips on raising more Rock Solid Kids visit <http://www.ConfidentKidsCoach.com> for free tips on raising your child to be a leader, and for the fitness training that will sky rocket your core body strength, check out <http://www.CombatEnduranceTraining.com>

# Three Important Questions - What to Ask Yourself When Making an Important Life Decision

By Rachelle Disbennett-Lee Platinum

As a coach, I don't have the answers. What I do have are the questions. Questions are powerful tools we can use to create a deeper awareness and shift perspective. Often, when asked a question, you will stop to think about the situation in ways you have never done before. There are times when I ask my clients a question and they reply with something like "I have never thought of it that way before," or "No one has ever asked me that." Questions can be provocative and create an awareness you might not have had before. I found that to be true for myself when I was trying to make a business decision. Coaching myself by asking three important questions allows me to make a thoughtful decision.

I was perplexed about what to do with a difficult business decision. I remember reading the book, *The Power of Focus*, by Jack Canfield, Mark Victor Hansen and Les Hewitt. I pulled it off the shelf, laid it on my desk, and it opened to page 128. There in the middle of the page in bold black letters were the words, "The Three Big Questions." I read the section and was struck by the simplicity and the power of the words. The section explained how Warren Buffet, the financial guru, decided whether or not he would have dealings with a company or with an individual. He first asked himself three questions:

Do I like them?

Do I trust them?

Do I respect them?

"If any one of these questions results in a 'no' the deal is off." I decided that if this process was good enough for Warren Buffet, it was good enough for me. I asked myself the three questions. The answer to two of the questions were no and the deal was off. Asking the questions made me realize how important relationships are to me, and that I have to like, trust, and respect the people in my life regardless of how profitable or beneficial the deal might seem.

These questions can be used in many situations, not just business. As the book points out, "Why would you choose to build relationships with people you don't trust, don't respect or don't like?" It is a good question. "There are lots of excellent people out there to enjoy your valuable time with. So whether it's marriage, a business partner or hiring a sales team, choosing the right people is critically important to your future health and wealth."

Okay! You are going to say there are certain people that have to be in your life. No, there isn't; but I will give you that there are people that are somehow connected to you and will show up where you are from time to time. For those people, you need to avoid them or limit contact. You can be respectful when in their presence, but they don't have to be in your life. Disconnect emotionally from them and you might notice that their presence will have little or no effect on you.

Who you spend time with will determine what kind of life you have. Allowing people into your life that you don't like, don't trust or don't respect is bound to be disappointing even disastrous. I used

to think I had to put up with certain people; after all, don't we have to like and be nice to everyone? No! Actually we don't. Be respectful yes, but that is all. We don't have to invite them into our lives or try to build a relationship with them. I have created boundaries and standards where I simply don't allow people I don't like, don't respect or don't trust into my life. Since I have set these boundaries, it is amazing who has shown up in my life. I now have the most amazing people around me.

#### Resource

The Power of Focus, by Jack Canfield, Mark Victor Hanson and Les Hewitt, Health Communications, Inc. 2000.

Coach Rachelle Disbennett-Lee, PhD is a human potential expert who believes in the power of action to create the life you crave. For her free report that will make you wealthier, healthier and happier starting today click on [http://www.365daysofcoaching.com/daily\\_action.htm](http://www.365daysofcoaching.com/daily_action.htm)

# **How to Reset Your Goals Once You Complete Them Ahead of Schedule - No Coasting**

**By Lance Winslow**

Most people have difficulty reaching their goals, indeed, we have all been challenged with such things, but every once in a while we blow right past our goals for the day, week, month or year. Yes, that is a good thing, but with good things come responsibility.

Now, we could celebrate and congratulate ourselves and take some time off, surely we deserve that, however, once we do this, we really need to get back into the game, and that means; NO Coasting!

What do I mean by coasting? Well, once a person reaches their goals, they often kick back and stop trying, fail to re-adjust their goals and thus, lose their edge. It's easy to coast, but it's certainly not recommended. You need to stay in the game, and not let your bike get rusty. Just because you have tasted success does not mean you should stop there.

It takes a lot of personal character and strength to keep going once you achieve a goal ahead of schedule. But rather than stopping there, you must realign your goals with your abilities and re-adjust your pace to go on to further heights. How can this be done, you ask?

It's simple really. Once you hit a mile marker ahead of schedule, look at the rest of the mile markers and consider how much work you had put in to hit the first. Next, calculate your future time allotment and ability to better fit talents. If you reach your end goal sooner than expected, why not shoot for something much higher, something extraordinary? Please think on this.

Lance Winslow. If you have innovative thoughts and unique perspectives, come think with Lance; <http://www.WorldThinkTank.net/>.

# Get Proactive Or Face the Consequences

By H. Les Brown r

I'm putting out a warning call that the wise (especially wise men) will want to pay attention to: get proactive about midlife or face the consequences. For almost 20 years, author Stephen R. Covey (The Seven Habits of Highly Effective People) has been trying to convince people that taking a proactive stance toward life's problems works, whereas being reactive just doesn't work. Yet, folks still play the odds and hope they won't have to deal with the consequences. If you're one of these gamblers, 'risk' is the name of the game, but, in this case, it's a risk that's being swept under the carpet and ignored so long as you can dodge the bullet. This is precisely the attitude that brought us the Hurricane Katrina disaster in New Orleans: "Don't worry so long as it hasn't happened . . . yet."

What I'm finding as I pursue my studies on midlife issues (particularly for men) comes down to the same sort of attitude: "The midlife crisis only happens to other people." People seem to think that just because they don't sense trouble in their relationships and their family and just because they feel relatively secure in their careers and financial situation, and just because they haven't experienced any serious problems with their health or sense of well-being that things are going to continue along without much change or difficulty indefinitely. The bad news is, they won't! That's guaranteed. The midlife transition will occur, regardless of how happy or content you feel, regardless of how smoothly your life seems to be progressing, and regardless of how unprepared for it you may be. Like Hurricane Katrina, midlife is no respecter of persons. Whether or not you weather the situation depends entirely on how proactive you choose to be.

I'm discovering that people would generally prefer to take their chances living their lives with blinders on (oblivious to signs of trouble on the distant horizon) than to spend time and energy doing the challenging work involved in taking a close look at themselves, their situations, their goals and purpose and, particularly, feelings of uncertainty or discomfort that they may be experiencing. It's way too easy for people to dismiss these danger signals - whether it be in their relationships, in their careers, or in their personal sense of well-being - as being just normal signs of anxiety or stress. The worst choice that you can make when faced with these symptoms of free-floating anxiety or dissatisfaction would be to dismiss them because you're too busy with other things to pay attention. Think how absurd it would be to ignore an order to evacuate your waterfront property in advance of a hurricane's landfall because you had an appointment to have your new big screen TV installed. Yet, people make these sorts of absurd decisions every day.

There's nothing quite like a small-scale crisis to divert attention from bigger (and potentially more devastating) issues. In the 21st Century, with the information explosion and business travelling at the speed of the internet, there's no shortage of minor crises to divert our attention. The higher the levels of socio-economic concerns we have to face on a daily basis, the more urgent these pseudo-important issues become. To return to Covey's insightful work, we spend more and more time in Quadrant 3: not important but urgent. The more claim that the unimportant imposes on our time, attention, and energy, the more that really important issues get thrown into Quadrant 1: important and urgent.

One of my clients works for a government agency. She's nearly burned out because every day, when she comes into work, there's at least one new crisis facing the office. Even if she's not directly

involved in the solution of any given crisis, she's being exhausted by the emotional energy pouring out from her fellow-workings and inundating the entire office with stress. They lack planning; they lack systems in place to handle new issues; they're understaffed and overworked. As a result, there's no way that they can distinguish between what's critically important and what's just apparently important. It's a house of cards that needs only a really important issue to bring the whole thing down.

Pretending that things are fine will not get you through the midlife transition unscathed. You can count on three things: 1) your relationship will transition from being externally-focused (on building the family and creating a stable life together) to becoming inner-focused (on communication and issues of emotional connection and depth of understanding), 2) your career will transition from being focused on doing a good job to being focused on doing something that makes sense in the context of the rest of your life, and 3) your sense of health and well-being will be shaken by the wear and tear of life and those secret inner doubts that you try so valiantly to ignore.

So, once again, the choice is entirely yours: you can face these challenges of midlife up front and early before they become critical issues (Quadrant 2: important but not urgent), or you can deal with the (possibly) catastrophic results of ignoring them and hoping for the best. It takes a combination of courage, insight, sensitivity and humility to take a proactive stand: take the little bumps in your relationship seriously and deal with them openly; address your career, make sure it fulfils both your values and your emotional needs, build a sturdy financial reserve in advance of some probable career changes to come; and take care of yourself, not putting yourself and your own well-being last. What this all entails is creating a truly spiritual environment for yourself so that you become sensitive to those issues that really matter, while allowing you not to sweat the small stuff. You're not a victim of circumstance: you can face these coming challenges head on and with confidence so long as you're prepared for them. What changes are you going to make today so that this can happen?

H. Les Brown, MA, CFCC

ProActivation® Coaching

Website: <http://www.MidlifeMaster.com>



# Dreams and Reality Can Come Together

By Jennifer P Blair

Almost thirty years ago, in 1979, a little-known career counsellor wrote a book about workshops that she created. While the workshops hardly made any money, she knew in her heart that a lot of good was coming out of them, so she wrote the book. It was called "Wish craft", and the author was Barbara Sher. She went on to become a New York Times best-selling author, made specials for public television, and even went on Oprah.

But this story isn't about Barbara - it's about one of the many people whose lives she's touched.

I read her book thirty years ago and decided I wanted to teach. Without a teaching degree, that might have seemed foolish, but it happened. I took a risk and applied for a training job with a local business college, asking them if they would accept "experience in lieu of education" - and they did. Thus began a new career that eventually led to a small training business. Along the way, I was able to get my kids started in white-collar careers, different from most of my family. So it was a life-changing moment when I read that book and took its lessons to heart.

Unfortunately, as with many small business owners, the job became my life. Too many 18-hour days, weekends, and junk food began to take a toll on my health. I finally switched from saying "I am woman, hear me roar!" to "I am woman, I am tired." and it was time to slow down.

About then, by chance(?) I got a marketing email from Barbara Sher, my long-time hero, saying she was giving a workshop for people who always wanted to be speakers and writers. Well, heck. The leap from technical writer and technical trainer to speaker and writer isn't small, and for a burned-out soul, it was a message I couldn't ignore. So I signed up and went.

How wonderful to be in a sunlit room in California and look up and see a remarkable woman holding court and realize "It's her! It's really her!" OMG. I was speechless - and thrilled.

So the week flew by, and many lessons were presented. Some were even learned! My head felt like it was going to explode. For 14 years I'd focused on others and the business, and now I was supposed to think about me! If my head could have rotated on my neck, I'm sure it would have.

But here's the happy ending. I was sitting in the airport at LAX and suddenly I KNEW that I was going to put together a retreat for workaholics! I didn't know HOW, just that I had to do it. So I fired off an email to Barbara Sheer, asking her to come and speak at the retreat - little knowing it would be weeks before she even would read the message.

Meanwhile, I contacted a charming inn in the mountains of Virginia, and made sure they were still around, and could handle a crowd. They were willing. And so it all began. I had to learn how to: make a website, write a press release, recruit speakers, write a marketing plan, and create "Sponsor Menus" (never heard of them before!), and manage an event that's as complicated as any large wedding.

And you know what? My fatigue is gone, because I've never felt so alive. I've started taking pottery lessons - something I'd wanted to do for the last ten years. I've lost weight. I wake up at 5:00 a.m,

and am full of ideas and hope and energy. I want to do this - for all of the other workaholics and weary folks who never take time for themselves. I want to give back.

Oh, here's the kicker: Barbara Sher finally got my email. She read the message, took a while to think about it, and guess what? She's coming out to be my keynote speaker!

So sometimes, if we work hard enough and play hard enough and take risks - dreams and reality finally do come together.

Jennifer Blair is proud to announce she'll be speaking at the "Time for Retreat" in Virginia in March of 2009.

Please come and join us. I promise you won't forget it! And who knows? It just might change your life, too. <http://www.NoTimeForMe.net>