

## Goal Getting

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What do you want the rest of your life to look like? What type of picture have you painted for yourself?

Is it a picture of desperation or is it a picture of gratification?

All of us can achieve amazing things in our life when we have our minds working for us rather than against us!

### 10 Reasons why People fail to reach their goals

1. Fear of criticism. Afraid of what others will say.
2. Failure to define what they really want.
3. Procrastination
4. Lack of interest in acquiring knowledge needed to reach goal
5. Blaming others for failure
6. Quit at the first sign of defeat
7. Lack of an organized plan
8. Wishing instead of acting... "I wish I had a new car, I wish I made more money
9. Settling for mediocrity instead of aiming at riches. People settle for mediocrity most of the time it's because they don't know any better.
10. Searching for shortcuts to success.

Athletes, successful business people anyone you know who is successful at what they do will tell you it didn't just happen.

**THEY PLANNED FOR IT TO HAPPEN!**

Often reaching one goal helps set the stage for you to reach some of the other goals you have set for yourself.

Two people helped me the most with setting and reaching my goals in life. Zig Ziglar and Tony Robbins

Zig Ziglar – "We are all Born to Win but we are conditioned to lose." Most of us never use our full potential.

How do You Begin?

Tony Robbins tells us you need to identify what you want and why you want it.

Reasons come first and answers come second. When you get a big enough reason to accomplish something, you can figure out how to do it.

You could use the Tony Robbins RPM (Rapid Planning Method)

**Results** – What do I really want? What is the outcome that I am committed to achieving?

**Purpose** – Why do I really want it? What is my purpose?

**MAP** – What is my Massive Action Plan? What specific actions must I take to make this happen?

First of all there are things you need to understand about goals

**Goals can be short term or long term.**

Short Term can be one to 6 months

Long term is 6 months to a year or more

**Goals need to be specific and written down.**

Where do you keep your goals?

Do you have pictures of what you want?

I had a Goal Book! New diamond ring and a swimming pool. I carried them with me to my parties and let people know what I was working on.

I had my goals written down and taped to the radio in my car, on the window in front of my desk and on my bathroom mirror. I repeated my goals to myself several times each day! Jack Canfield suggests at least 3 times per day!

Jack Canfield in his book “The Success Principles” says *“Once you know your life purpose, determine your vision, and clarify what your true needs and desires are, you have to convert them into specific, measurable goals and objectives and then act on them with the certainty that you will achieve them!”*

Goals need to be realistic and attainable based on where you are right now!

**Personal Goals could be:**

1. Weight loss
2. Exercise
3. Quitting Smoking, etc.
4. Learning a new language

**Business Goals could be:**

1. College degree
2. Promotion
3. Income
4. Financial Planning

Write down three goals that you would like to accomplish in the next three months.

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Write Down three goals that you would like to accomplish within the next year.

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Write down three goals that you would like to accomplish within the next 5 years.

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**Sometimes you need to set a goal and take a “leap of faith”! Set goals that are so big they scare you! You need to be Passionate about the goals you set. You need to be excited so that they will get you up early in the morning and keep you up late at night. Thinking about your goal excites you and moves you to action! You are so excited about your goals that you are continually looking for ways to reach them!**

**Goals need to have a definite time frame**

I will weigh 140 amount of pounds by June 30'th,  
I will reach this level with my company by February 15'th  
Failure to set a time frame could keep you in Limbo!

Goals should be shared with someone who can help you or who cares about you and WANTS YOU to succeed. If at all possible have a goal setting session regularly with your spouse or significant other, or your sales manager or someone who can help you brainstorm.

Goals need to have an action plan. Picture yourself as already having reached your goal and identify the steps you took to get there! Work Backwards and assume you are already where you want to be.

1. What do you need to do each year? What do you need to do each month? What do you need to do each week? What do you need to do each day?
2. Break it down into “Baby Steps”
3. Write specific action steps to take along the way to reaching your goal and know when you have reached a “milestone” in the pursuit of your goal.

Take three of the goals you have listed in the sections from above and write down the steps you will need to take to reach each goal.

To accomplish Goal #1 I will need to do:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

To accomplish Goal # 2 I will need to do:

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_
4. \_\_\_\_\_

To accomplish Goal #3 I will need to do:

1. \_\_\_\_\_
2. \_\_\_\_\_

3. \_\_\_\_\_
4. \_\_\_\_\_

Goals need to be Evaluated and Changed if necessary.

If you have a sales goal of \$24,000 in 6 months you know you will need to have \$4,000 in sales each month or \$1,000 in sales each week. If you sell \$1,000 the first week, \$1,500 the second week, \$500 the third week and nothing the 4<sup>th</sup> week you will have a total of \$3,000 for the first month and you needed \$4,000. Subtract the \$3,000 from the \$24,000 and you now have \$21,000 you will need to do in 5 months which is \$4,200 per month or \$1,050 per week. You need to continually keep track of the progress towards your goals.

Once you reach a goal you have set for yourself you immediately need to create a new goal for yourself. Failure to set a new goal could cause you to begin to “slip backwards”!

**Are you setting “Comfort Zone Goals”? If your goal feels too comfortable you could probably be doing more!**

Your goals should cause you to reach and stretch beyond what you are doing right now? Make a list of the last 3 goals you have set for yourself. Next to each goal write down if it is a “comfort goal” or a “stretch goal”.

1. \_\_\_\_\_
2. \_\_\_\_\_
3. \_\_\_\_\_

It’s better for you to set a higher goal and miss it than it is to set a low goal and reach it. Nine times out of ten a person who sets the higher goal and misses will surpass the person who sets a lower goal and reaches it.

What happens if you fail? Oh well, “Get over it and TRY AGAIN”. Every time we fail and we don’t try another way to reach that goal then we are conditioning ourselves not to reach our goals!

List examples of some things you tried that didn’t work and what changes you made to produce different results.

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We always have the ability to reach our goals but often we don’t have the desire to do what it takes!

As Zig Ziglar says, ***“you are who you are, you are what you are because of what has gone into your mind. You can change who you are, you can change what you are by changing what goes into your mind!”***

Do you talk to yourself? You bet you do! We all do! It might not be out loud but everyone has internal conversations with themselves. Make sure your internal conversations are positive!

What have you told yourself in the last 24 hours? Begin today making a list of what you say to yourself and keep track for one week. I guarantee you will have more negative than positive thoughts. After each negative thought or remark write down a positive phrase that you can use instead. Program yourself so that every time you have a negative thought you counteract it with the “positive opposite”. Mark Victor Hansen uses the “rubber band method”. Have a rubber band on your wrist and snap it at each negative thought or reaction and than reaffirm with a positive!

This is what I have told myself today.

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Use positive affirmations and avoid using negative words.

Example: Instead of saying, “I will not eat junk food”, say “I will select healthy foods that will help me lose and maintain my weight.”

Or Instead of saying, “I

You’ve got to tell yourself what you want.

Don’t be a whimp about it!

The use of “positive affirmations can make a substantial difference in your performance. I have been introduced to a software program that allows you to record your own voice, add music that is available on the program or use your own music and it will mix the two together. You can then make an MP3 or an audio CD. I recorded an audio CD of positive affirmations and I listen to it at least twice a day. I love it! Check it out at the website listed below.

Mind Makeover Magic [www.networkingtimes.com/karen](http://www.networkingtimes.com/karen)

Thank you for purchasing the “Goal Getting” program. You’ll feel great when you begin to implement these “simple techniques”. I encourage you to “Be the Best You Can Be”!