

THE POWER OF GOALS

BY DAN MILLER

If nothing changed in your life over the next 5 years, would that be OK?

If you want different results next year, what are you willing to change in what you are doing now?

There is considerable evidence to indicate that expectations of your future do, in fact, tend to create your future. People usually end up pretty much where they expect.

It seems reasonable then, to spend some time determining specific, worthwhile expectations that will make your life more meaningful.

If you don't have a written plan for your life, it may feel like you're driving a car without having your hands on the wheel.

The best way to predict your future is to create it.

Are you a goal setter? Do you typically set goals at the first of the year? If not, why not?

"With definite goals you release your own power, and things start happening."

Zig Ziglar

This is a basic starting format for goal setting. You may feel you are being rushed or hurried. However, you will find that if you do not begin to make decisions you will tend to procrastinate and your history will simply repeat itself. A quick decision is often the best decision and is certainly better than no decision.

Indecision is the greatest thief of opportunity.

Goals are not written in concrete and unchangeable terms but they do give you a starting point and a destination. The important thing is that you are in charge when working on your goals. It is the easiest way to put yourself in the driver's seat of your life. Your life has meaning only when you are working toward goals that you have decided on.

SUCCESS :

THE PROGRESSIVE

REALIZATION OF

WORTHWHILE GOALS

A Goal is a Dream with a Time Frame on it

Where are you now – Personal Checkup

1. Am I missing anything in my life right now that's important to me? YES NO
2. I know what I am passionate about. YES NO
3. I am well organized, know how to focus on my top priorities and get a lot done every day. YES NO
4. I have a written, strategic plan for my work and personal life with time lines and quantifiable measurements. YES NO
5. I have ample time for my family, social relationships and feel good about the balance I have achieved. YES NO
6. I spend time 4-5 times a week exercising to restore myself physically. YES NO
7. I am regularly achieving my income goals. YES NO
8. My life reflects my spiritual values and I am growing, maturing, and gaining wisdom in this area. YES NO
9. I have studied and developed the new, creative ideas I have had this last year. YES NO
10. I believe I am fulfilling my Mission in life. YES NO

"Make no small plans; they have no magic to stir men's souls." Daniel Burnham

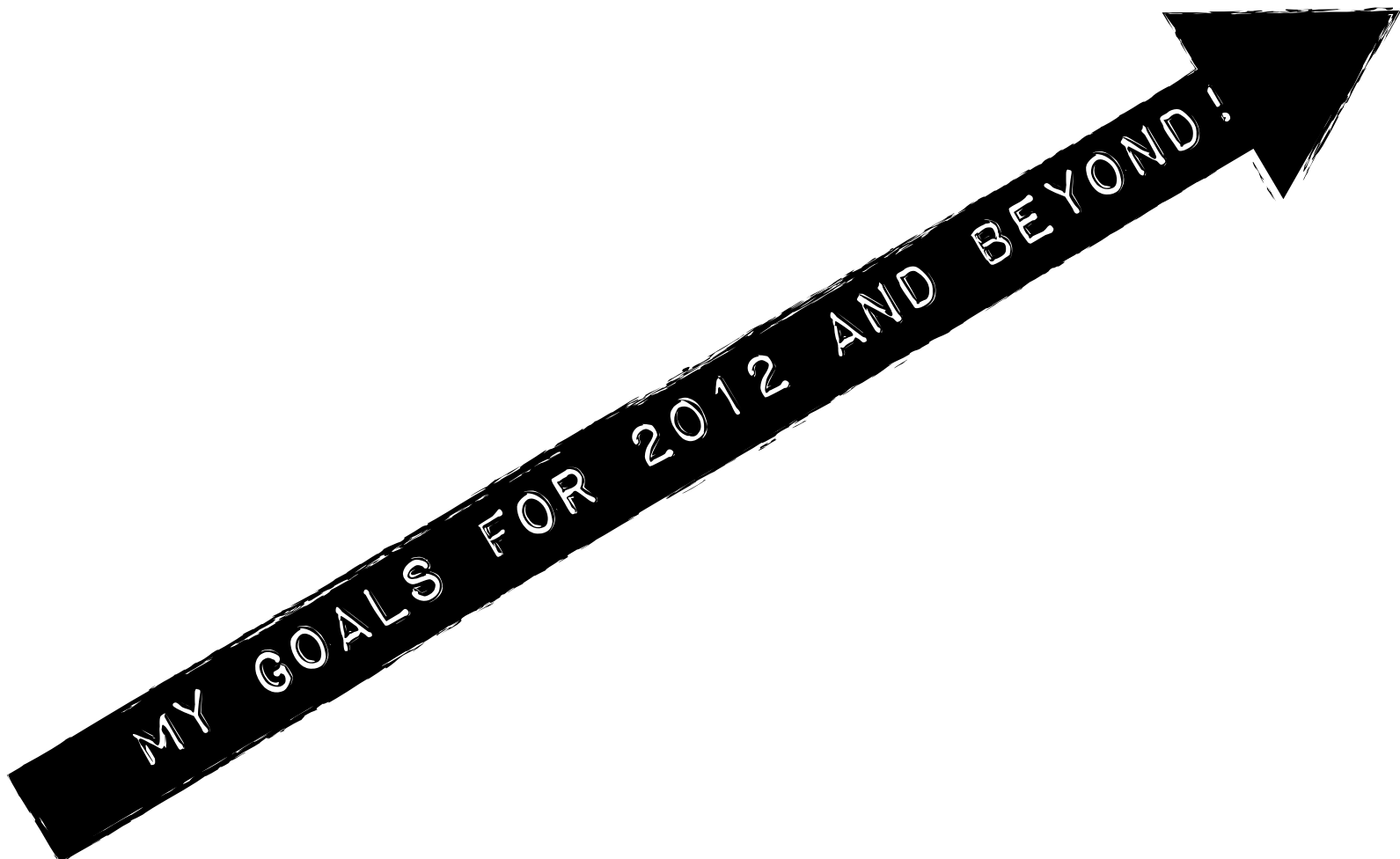
Goal Setting Worksheet

In order for your purpose in life to be fulfilled, you must set goals in multiple areas. Success is not just career or financial - family, physical and spiritual are equally important areas of achievement. They are a part of the same whole, balanced person. This is the whole-person concept of the *48 Days to the Work You Love* approach.

Any stage in life can be an exciting time with many opportunities, or a dreary time of confusion and entrapment. You may not be able to change your circumstances, but you can decide that the circumstances won't dominate you. You do have choices.

Begin with the five-year goals and then work backward to what you need to do today to make deposits in what you want to be five years from now. Be specific, creating quantifiable benchmarks to track your deposits of success.

There is something magical that happens when you write down your goals. I have seen people transform their levels of success almost instantly simply as a result of getting clearly defined and written goals.



1. FINANCIAL *Income, Investments*

How much do you want to be earning each year in 5 years?

How much do you want to have in the bank or in investments?

If you can't dream it, it won't happen! Nothing is unrealistic if you have a clear plan.

FIVE-YEAR GOALS (Be Specific – can we measure this?)

Make it personal: I earn.....
I drive.....
I invest.....

ONE-YEAR GOALS (How much do you want to increase your income in the next 12 months?)

Beginning TODAY! (What can you do today to make a deposit?)

I save 10% of my income each week.....

I give 10% to.....

"DELIGHT YOURSELF IN THE LORD AND HE WILL GIVE YOU THE DESIRES OF YOUR HEART." PS. 37:4

2. PHYSICAL *Health, Appearance, Exercise*

"The feeling of being hurried is not usually the result of living a full life and having no time. It is- on the contrary- born of a vague fear that we are wasting our life. When we do not do the one thing we ought to do- we have no time for anything else - we are the busiest people in the world." Eric Hoffer

- Do you take long walks, exercise or meditate regularly?
- Are you living a balanced life? Is this an area that deserves more time?
- Can you just give yourself 30 minutes to relax?
- Do you know that physical exercise is a cleansing process that can dramatically increase your creativity?

Wealth is difficult to enjoy if you've given up Health in the process.

FIVE-YEAR GOALS (Be Specific – can we measure this?)

ONE-YEAR GOALS

Make it personal: I weigh.....
I am a non-smoker.....

BEGINNING TODAY!

I exercise 4 times weekly doing.....

I get 7-8 hours of sleep each night....

I enjoy vitality, health, and energy because....

3. PERSONAL DEVELOPMENT *Knowledge, Education, Self-Improvement*

Your success, financial and otherwise, will never far exceed your personal development.

Start doing something that you've put off because of the risk of failure.

Want to learn a new language? Make this your year.

How many books will you read this year? They say that if you read 3 books on any subject you will be an expert in that topic.

Take the time for personal development – this may be the inhaling part of healthy personal breathing – if you do nothing but exhale, you'll turn blue and pass out.

(Speaking of time – join the Automobile University – if you drive 25,000 miles a year at an average speed of 46mph, you will spend about the same amount of time in your car as an average college student spends in the classroom. The question then is, what are you doing with that time? You can listen to audio and transform your success.)

Where do you look for inspiration, mentors and positive input?

What gifts do you have that you have not been using? Is there some potential for full achievement that needs to be unlocked?

FIVE-YEAR GOALS (Be Specific – can we measure this?)

ONE-YEAR GOALS

BEGINNING TODAY!

“Never rest on
your achievements;
always nurture
your potential.”
Denis Waitley

4. FAMILY

Relationship to others, Development of children, Where do you want to live?

The second law of thermodynamics – things left to themselves tend to deteriorate. Great relationships don't just happen – they come as the result of making deposits toward the “success” you want.

What is the kind and length of vacations you will take this year? What would be the goal for free time with family and friends?

You may try taking the time you normally spend watching a favorite TV show and spend that time instead with your spouse, a child or a friend.

Don't say you want to be a “better” mom, dad or parent. Define what that means: You may decide to spend 20 minutes each night with your child or one Saturday morning a month doing what he/she wants to do. Or how about scheduling one overnight event with your spouse every quarter?

Family is the smallest form of government. The current challenges in our government are merely a reflection of the breakdown of the American family. We start with the family and work up; not the other way around.

FIVE-YEAR GOALS (Be Specific – can we measure this?)

ONE-YEAR GOALS

BEGINNING TODAY!

5. SPIRITUAL *Church involvement, Personal commitment, Theological understanding*

*“Search me, O God, and know my heart; test me and know my anxious thoughts.
See if there is any offensive way in me, and lead me in the way everlasting.”
Psalms 139: 23-34*

- Can you say that you are now living out God’s purpose for your life?
- What are you a part of that goes beyond yourself?
- How have you handled a crisis this last year?
- Are you comfortable taking steps of faith or are you more comfortable with what you have already seen?
- Do you trust your “dreams” as being inspired?
- How will you be remembered?

FIVE-YEAR GOALS (Be Specific – can we measure this?)

ONE-YEAR GOALS

BEGINNING TODAY!

6. SOCIAL

Increased number of friends, Community involvement, etc.

- Change old attitudes. Discard past negatives. Ask for forgiveness. Make things right with people whom you need to forgive, or who need to forgive you.
- Choose someone you could care for or be mentor to – and then make the effort to work on this relationship, starting today.
- Spend time with an elderly person and find out some of his/her fondest memories.

What is a promise you made to someone but failed to keep?

SIX WAYS TO MAKE PEOPLE LIKE YOU*

1. Become genuinely interested in other people.
2. Smile
3. Remember that a person's name is to that person the sweetest and most important sound in any language.
4. Be a good listener. Encourage others to talk about themselves.
5. Talk in terms of the other person's interests.
6. Make the other person feel important – and do it sincerely.

**How to Win Friends and Influence People – Dale Carnegie*

FIVE-YEAR GOALS (Be Specific – can we measure this?)

ONE-YEAR GOALS

"The greatest good you can do for another is not just to share your riches- but to reveal to him his own."
Benjamin Disraeli

BEGINNING TODAY!

7. CAREER *Ambitions, Dreams, Hopes*

This is an outcome of knowing what you want in the other 6 areas.

Your career should be a *reflection* of the LIFE you want. Once you decide on the life you want, it becomes obvious what kind of work embraces that.

WE WANT TO HELP YOU "PLAN YOUR WORK AROUND THE LIFE YOU WANT."

What are your unique:

- (1) Skills & Abilities
- (2) Personality Traits
- (3) Values, Dreams & Passions

These will define your best applications for work.

FIVE-YEAR GOALS (Be Specific – can we measure this?)

What would a perfect work day look like?

ONE-YEAR GOALS

Do you need any new training or skills?

BEGINNING TODAY!

*"That every man find
pleasure in his work.
This is the gift of God."
Ecc. 3:13*



THE BEST WAY TO PREDICT YOUR FUTURE IS TO **CREATE IT**

In order for your “Purpose” in life – your “Calling” to be fulfilled, you must set goals in multiple areas. Success is never just in career or financial areas. Set your goals for **Success and Balance** in family, social, physical and spiritual areas of your life as well.

“The master in the art of living makes little distinction between his work and his play, his labor and his leisure, his mind and his body, his information and his recreation, his love and his religion. He hardly knows which is which. He simply pursues his vision of excellence at whatever he does, leaving others to decide whether he is working or playing. To him he is always doing both.”

James Michener

Make sure that you have some response in each and every category. Put these away for two weeks. Then come back to them and ask yourself again – Are these really my goals? If they are, then start the process of **Beginning TODAY** to make your deposits. You will be amazed at how they start to come alive and become real. Make a weekly list identifying specific steps for deposits in each area.

Important: Every month, set aside two hours to review and revise your goals. Let us know your success!

Your friend in the process,

Dan Miller

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