

# The Power of Goal Setting

If you are not making the progress you want to make and are capable of making, it may be because your goals are not clearly defined.

## Key to Goal Setting

Goal setting should become a habit. **Goals must be written down in order to crystallize thinking.**

There are 3 different types of goals.

1. Immediate – short term
2. Ultimate – long range
3. Tangible
  - a. wants – anything you have ever wanted
  - b. needs – what has to be done daily/weekly

## Procedure for Goal Setting

1. Personal brain-storming session; fantasize and dream.

Write down everything that comes into your head. What have you always wanted to do or be? Don't judge whether or not you **can** do something – write down everything you think of. (long-range goals)

2. List making

Develop a plan for attaining long-range goals by setting up **short-range goals**. **Write down** what you have to do daily, weekly, monthly. Cross off items as you finish or attain them.

Start with little lists to develop little “successes” and then you work into long-range goals. (called success conditioning)

## What Interferes with Success

Deterrents to successful goal setting.

1. Procrastination – putting “things” off.
2. Using intellect, logic, reasoning when first setting goals to judge whether or not you can do something and what other people may say.

## Adversity

Adversity = Blessing (if you are goal-directed)

Adversity does not wipe out your goal. It:

- a. intensifies your desire to attain goal.
- b. increases your confidence.
- c. multiplies your determination.

When success comes, it is sweeter. You are a stronger person because of adversity.

Don't take your eyes off your written goals; don't get discouraged.

Press forward toward your goals and do not dwell on the past, dwell on the positive aspects of all situations.

### "Intangible Goals"

Sometimes you want things, but you're not interested in developing internal qualities that prepare you for these goals. You need to set some intermediate goals to train yourself for bigger goals.

### General Comments

You need a "no limitation" belief in people and in yourself.

You control what goes into your brain:

"garbage" in = "garbage" out.

"good stuff" in = "good stuff" out.

You are conditioned by everything you encounter in life.

Looking forward to the end result (achieving goals) serves as a motivating force.

### Summary

#### Setting Goals:

1. Make your goals personal (your own).
2. State your goals positively.
3. **Write down** all goals and make them specific.
4. Make your goals compatible with other parts of your life.
5. Consider your personality characteristics when setting goals. Your attitude is controlled by how you think.