

EXACT GOAL

Time Out

Begin by determining exactly what your own personal vision, mission and goals are. One of the best ways of doing this is to take yourself out of the hurry and scurry of daily living and **spend one hour alone**. This 'time out' should be done on a regular basis as it is imperative to your success.

People who constantly rush about and who never take the time to be quiet often have to work very hard without ever reaching their goals in life. If you do not put forward the effort to set goals, your accomplishments will be far less than your capabilities. Statistics have shown 70 percent of the population do not set or write down their goals. Don't let yourself fall into this statistic. Instead, take this one hour of time and make the effort to reach out toward your potential.

Both your intuition and creative imagination function well in times of silence and isolation, particularly during periods of relaxation. These quiet periods are the times when your inner powers are best able to gain your attention and release the information you need. You are more able to hear your inner promptings and thus receive rich, fresh ideas for you to action.

Find a quiet place where you will not be disturbed by outside noises or people. Nothing of importance can easily be solved until you have faith in yourself and you are able to relax. Physical and mental relaxation is mandatory. Your best ideas and solutions to problems will come when you are relaxed and quiet and the more relaxed you are, the more successful the results will be. You will find it easy to secure new ideas and improve on your old ideas and you will be able to accomplish more things with less effort and without strain.

First, take a few minutes and meditate on your vision and what you want to do with your life and set your vision and mission now. Think about what you hope to achieve. As you think and contemplate these things, let them grow in your mind as expanded ideas that will move you to action. The only way any of us can grow is to keep stretching our capacities. Everyone meditates at some time, whether you are aware of it or not. The word 'meditate' means "to think about, contemplate, to consider deeply and continuously". Whatever you think about constantly is the subject of your meditation.

Whenever you learn to tune in to the power deep within yourself you will be able to create the conditions that will enable you to set your goals. Sit quietly and listen to the creative part of your subconscious. This part of your mind is like your radio. If you turn off your contact between the creative subconscious and your conscious mind the ideas, information and answers to your problems cannot come through and you will not receive those ideas. But if you 'tune in', the unlimited power of your creative mind will allow the conscious mind to receive the ideas, directions and messages it is sending out and they can help you point out the way to attaining your goals. This powerful act gets your

conscious and unconscious mind seeking more of those opportunities that are aligned with your purpose. That is why it is so important to be receptive. It reinforces to you the fact that you are the only one creating your unique future. If you can make full use of your quiet time, it will help you make the right decisions even when you are busy.

Begin by believing in yourself and, although you are relaxed, remain mentally alert and gently let your mind expand on your vision and goals and prepare to write everything down.

Your Vision

During your hour alone, write down your *vision*. A vision is important because it is the foundation for your goals. A vision requires engagement on a daily basis, which is called a *mission*. This mission is the path that you take to get there and the specific means by which you accomplish your vision. The vision and mission should be put into practice by setting out specific, measurable steps designed to achieve the mission. Those steps are called *goals*. Write your vision for a five-year, ten-year or twenty-year time frame. When you write your mission simply describe the general path that will lead you to accomplishing it. Remember, your vision and mission may have minor changes over time, so don't try to set them out perfectly now. Review them every year and rewrite them as you find yourself getting a clearer picture of what you want.

Once you have defined your vision and mission, you have identified your objectives.

1. Be aware of the importance of your vision and make it a driving force for the attainment of your main goal.
2. Have strong faith in your vision and demonstrate your confidence that any challenges can be met.
3. Be wholeheartedly and enthusiastically engaged on a daily basis toward your vision. Remember that it is your mission.
4. Cherish your vision. Keep it before you always so you won't grow weary of working towards the vision's fulfilment and you won't become complacent or get sidetracked into doing things that do not contribute to its achievement.
5. Speak to your vision as if what you want to see accomplished has already been done.

The principle of creating a vision is not wishful thinking or daydreaming, but what successful people call 'burning desire'. This is the attitude which says, "I don't care what it takes, I'll do it." Such a desire stretches our capacities, makes us move out of our comfort zone and do things we have never done before. Don't be afraid to feel that burning desire.

The story is told of a young man who approached the philosopher, Socrates, and said, "Socrates, teach me what you know." The great teacher looked at the young man and said, "Do you really want to know all that I know?" "Oh, yes, teacher, I do," the student replied.

"Walk with me for a time," Socrates said. So they walked for a while in silence. The learned philosopher slipped his arm around the young man's shoulder and guided him off

the path and into the shallow waters of a lake. The young man thought that was a strange way for the philosopher to teach him what he knew, but after all he was Socrates, so the student decided to go along with what was happening.

The continued to walk into the water; it rose to their ankles, then knees and hips, until finally they were standing in water to their shoulders. Suddenly the arm that was around the young man's shoulders tightened around his neck and pulled him underneath the water. This was a *very* strange way to teach the student what he wanted to know. But this was Socrates, after all, so he submitted. He grabbed a breath before he went under, so he wasn't bothered for the first fifteen or twenty seconds, but after about 30 seconds he wondered when Socrates was going to let him up. He gave him a signal to indicate that he had been under long enough and wanted to get out. Another few seconds and the young man began to fight with all he was worth. He kicked and clawed and scratched, but the hold was strong and he lost his strength. At that moment, Socrates pulled him out of the water, dragged him to the shore and began to revive him.

When he caught his breath, angry and confused, the student looked into the face of one of the greatest philosophers of all time and said, "What was that all about?"

Socrates looked into his eyes and said, "When you want to know what I know as much as you just wanted to live, then you will know." That kind of desire is what is known as burning desire!

Specify your Goal

The first step to producing results in your life is to be very clear about what you want. You must find a purpose for your life. If you have no purpose, you have no power and no desire. Purpose is like the concrete foundation we lay before building ourselves a house to live in. It provides the framework within which goals can be organised and prioritised. It gives guidelines and boundaries in which to work. Many people do not get what they want because they are too vague. When you are specific you have a clear target to shoot for. If you know *what* you want and *why* you want it, the *how* to achieve it will unfold before you each day.

Secondly, if you are to attain success, you must first have a 'burning desire' to succeed and then be very precise about the goals you set for yourself. The more specifically defined your outcome, the better guided you are in your goal pursuit and the better your chances of attaining it.

Decide what you want. Don't decide what someone else wants for you. What is the goal that you are aiming for? Set it for yourself; vague definitions will produce vague results. Sit quietly during your hour on your own and decide what you want by defining your goal exactly - clearly and specifically. Clarity of purpose will drive you forward in the times when you face obstacles.

With your vision before you, now write down the goals you need to reach to attain that purpose. Sharpen your focus and use your imagination. The reason most people fail to achieve their goals in life is that they never set them in the first place. Goals direct you to

your final destination and they tell you when you have strayed off the path and bring you back on track.

To release your deep-seated desires for prosperity and success you will need to centre your attention on one big exact goal at a time. Your main goal should always include a number of smaller goals.

It is important to write down your deep-seated desires. Don't see them as impossible dreams. Draw up a potential plan and make a list of ideas towards your main goal. Feel free to change, revise, reform and rearrange as your ideas unfold. This clarifies the desires in your mind and the mind produces definite results only when it has been given definite ideas through which to work.

Your goals should be specific and written out in detail. Setting goals simply involves writing out the steps it will take to accomplish them; that should include thinking about what you expect to be doing for the rest of the year and beyond. Include both personal and professional goals. State your goals positively and specify when the results will be achieved. When you read your goal aloud, check if it sounds ambiguous. An ambiguous goal leads to ambiguous results.

Setting goals is like programming a computer. Both tasks take skill because nothing can be assumed or left out. Goal-setting is not easy but it is worth every minute spent on it. Set short-term goals that build toward your long-range purpose. This incremental approach will help you to success. By setting a number of smaller goals it is easier to make a correction if you find yourself off target.

There are two kinds of goals:

Objective goals which are the visions you want to pursue for your future rather than end destinations.

Activity goals have specific outcomes and are a means to achieve the objective goal. Activity goals are part of planning.

Objective goals usually remain the same long term. Activity goals change over time. For example, your objective goal may be to become prosperous and your activity goal would be to sell a given number of properties each year.

Always define your objective goal first, followed by the activity goals needed to achieve the objective goals.

Clearly differentiating between your objective and activity goals enables you to see the big picture and by clearly articulating your objective goal first, you can then be guided by several activity goals tied to your objectives.

Make sure your activity goals are measurable. They should come with a deadline and a value you can measure against. For example, your activity goal may be to sell two properties (your measurement) in one year (deadline).

Always begin with the end in mind. Don't emphasise the task that is needed to get the result you want, but focus on the outcome. This will build the fastest track to goal

achievement as the actions needed to be undertaken will naturally fall into place. When you focus with the end in mind you learn to anticipate and plan for contingencies for successful goal achievement.

Think about the Law of Attraction (i.e. what you give out you will attract). When framing your goal, frame it in positive terms, not negative. For example, instead of “Eliminate poverty”, try “Create unlimited abundance”.

Remember, goal-setting is not a one-time exercise; it is an on-going exercise. Goals will need constant review so you need to be constantly aware of the goal-setting process. It is a good idea to review your goals with someone you trust, someone who has already been down that same path of success. As each small goal is reached, reward yourself and celebrate each achievement. Focus on your goals and tackle them one by one. As soon as one goal is accomplished, another goal takes its place. An awareness of the goals that have just been accomplished should be a great encouragement to you. Prioritise your goals; make them realistic. Set high goals but make sure they are attainable. Once you set your goals use negative and positive feedback to adjust your decisions along the way.

Goal-setting brings many benefits. It simplifies the decision-making process and provides a system that measures your progress so you may enjoy the feeling of accomplishment. Goals also generate respect and they produce persistence. Remember, goal-setting is an ongoing exercise. You cannot do it once and ignore it.

This one hour on your own is essential to help you prepare yourself properly for reaching and managing your goals. Think about how your mind functions so you can get it to work for you rather than against you. Speak to your goals. They need to be said aloud with confidence as often as possible. It helps to hear yourself affirm your goals. Genuinely expect your dreams to come true. Once you have set your goals *vividly imagine* how you will feel when you have reached each of your goals.

Values

Values are distinctly different from goals in that they are usually the qualities behind what you are seeking. For example, if giving to others is something you like to do, the value behind it is generosity. These are principles or standards you live by and they are critical to getting you to your goal. They keep you true to yourself and to the path you wish to travel. The course you take will be based on your ethics, or beliefs, and what is most important to you in your life. You will tend to be drawn to people with common values, which in turn creates enthusiasm and greater productivity when working together.

Your vision and values are important, but they will never be realised unless a goals program is put in place and followed faithfully. The vision will stay the same over a long period of time and the mission and your values will correspond to the vision. But goals should be reviewed frequently in order to adjust them to changing situations so that the vision can be realised.

Habits

Have you ever stopped to think about your habits? They can include always being late for appointments, feeling depressed and cynical and giving voice to those feelings;

overeating and nail biting. They are all subconscious habits that are learned and they suggest a self-esteem problem.

During your hour alone, think about your habits and reassess yourself. Ask yourself if your habits will take you where you want to be. Write down your habits then examine them and decide on new habits to put in their place. Make sure your new habits support your goal. To change your habit you will need to modify your self-image and use constant self-awareness to bring about a permanent change. Choose to change from bad habits and be aware it takes at least three weeks to change a habit.

that blueprint and not deviate from it.

Second, if you want to do more, be more and achieve more, planning, and its subsequent action, will play a vital role in your success; just keep it simple. You should start by