

STOP SABOTAGING YOUR SUCCESS:

Goal Setting Suggestions

Patricia L. Brooks, MAOM www.plbrooks.com

How many times have you thought, you would be more successful if you were more organized?

How often have you promised yourself you would take these challenges head-on?

At some point we notice we are not getting things done. Another year is passing and the goals for the year are still just goals with no action plan; still in the infancy stage.

The good news is you can make it easier by changing your strategy. The true challenge is dealing with behavior you are willing to own that is sabotaging your success. You will live up to your potential by improving your pathway to success.

WHAT ARE GOALS?

Goals are the steps to your Objectives which are the destinations; and to get to those places you need to have a Strategy, an action plan. This is the “what to do” and the “how to do it”.

WHY DO WE SET GOALS?

Goals take us to the destination (Objective), the end result; what we want and for ourselves and others. We want to own our purpose in life, that most important value, that fervent belief that makes us who we are as a human being. We also want to accomplish those desires of a lifetime, to leave a legacy, to make a difference in the world with a valid action plan (Strategy).

WHAT TYPES OF GOALS ARE BEST?

This is a personal decision, but the following categories are my suggestions because they encompass all aspects of my life. It is your choice.

- Financial and Career
- Physical and Health
- Mental and Educational
- Family and Home
- Social and Cultural
- Spiritual and Ethical

SUGGESTION #1 – USE THE GOAL SETTING PROCESS

- Identify the goal – be realistic
- Describe the goal – physically write it down
- Qualify the goal – be specific
- Quantify the goal – make it measurable
- Plan the goal – make it attainable
- Activate the goal – visualize your success
- Review the goal – closely monitor your plan

In moving to Arizona 30 years ago, I embarked on my first career in my late 20s, a career in new home sales. I was the first woman hired by a now major homebuilder because I promised I would learn everything I could about goal setting and practice what I had learned. I took the books and classes seriously and spent many weeks writing goals, making them my own, developing an action plan and being realistic about how many homes I could sell at a time when interest rates were between 14% and 16%.

I visualized my success and was very specific about what I needed to do everyday; I was methodical in my planning. I was also obsessed with this idea and my persistence paid off. Two years later I was the Salesperson of the Year, surpassing all previous company goals for this company and was the first woman to accomplish this goal. This award helped nominate me for ‘Rookie of the Year’ by the homebuilder’s association. I then began a life time of goal setting and planning my future.

SUGGESTION #2 – REMEMBER SUCCESS BREEDS SUCCESS

Fast forward a decade and I am still setting goals, developing action plans and visualizing success; using this process to earn a masters degree while working full-time, finishing the MS150 (miles) bike ride to Parker Dam, and having a presence in 10K races for women over 40.

The next decade proves even more that it’s the habit and the belief that counts. Visualizing my first book *Gifts of Sisterhood* being published became a reality and seeing and believing its success became second nature because it was written in my goals and planned in advance while planted in my subconscious.

Visualizing the success of my next book launch at the end of 2007 is my life today. Doing these steps each year and improving the process each time makes it easier, habitual and a part of you. It feels good too. The key is to take the time to write them fully and own them, be methodical and follow the suggestions above; no short-cuts. This is a chance to set the course for the rest of your life; you are worth the time and energy.

SUGGESTION #3 – LEARN TO MANAGE YOURSELF FIRST

Deal with the behaviors that are sabotaging your success. Understand and analyze what is interfering with reaching your goals. For me it was allowing myself to write my second book about my years post traumatic stress disorder as a victim of violent crime. Take time to reflect on what you have done, what you have not done and what you can do. Take time to think, it is a precious gift.

Start a Reflective Journal today. Write with rigorous abandon. No editing and no criticism on style or grammar. The physical aspect of actually writing plants it in your subconscious. Make a commitment to yourself that you will live with purpose. You will be of no use to anyone if you are not of the best use to yourself. People usually have a better sense of where they want to go than how to get there because they lack follow-through. They do not answer the “what” with the “how”. Envision your destination and feel your actions. Take time for yourself and your goals.

Begin your Reflective Journal with the following questions:

- What is the most important thing I have to do by the end of 2007?
- What are the challenges in my way?
- What are my sub-conscious feelings about goal setting?
- What is my “big payoff” for doing this activity?

Do not put unrealistic expectations on yourself. Be true to yourself. Be sure the goals you set are on your timeline. Make them your own and do not waiver. You only pass this way once, and trying to live your life for someone else, anyone, is self defeating and surely a way to sabotage your success. Be loyal to your purpose in life. Take your mistakes as omens and learn from them. Accept the lessons; take suggestions from your heart, trust your soul and move on to bigger and better things.

Happy Goal Setting and Happy New Year! Here is to a prosperous, healthy and happy 2007 for all of us!

Patricia L. Brooks, MAOM, Author, Speaker, Business Coach, ASU Associate Faculty,

Patricia L. Brooks Seminars, LLC www.plbrooks.com web site,

patricia@plbrooks.com email, 480-250-5556 cell phone