

How to Set Compelling Goals

Just about every self-help book you read talks about goals, goal setting, and how to do it. These books are very good and have excellent information in them, but again they have so much information that it is hard to focus on what is the most important.

Goals: Are the things or objectives that we would like to achieve in a given time frame.

Instead of giving the standard "Goal Setting Seminar", we are going to give you the guidelines on how to set compelling goals that you will want to reach and then how to actually achieve them. Of course, your meditation is a part of the goal setting process, in that you will be constantly programming yourself for success using your affirmations and goals as the stepping-stones to your success in life.

Goal Setting Key #1: Your Goals Must Be Clear

You must know what you want; if someone asks you what your goal is, you must be able to tell him or her about your goals immediately. Knowing what you want should be part of you so that you can pursue that objective with an intense desire for success.

Goal Setting Key #2: Your Goals Must Be Concise

You have a clear idea of what your goal is, now be specific. Define the goal by putting an exact description of the goal that you are trying to achieve. The more details of your goal that you have will make it more believable and tangible, thus causing it to become a physical reality. Example: Your goal is a 4,000 square foot home with brick face, 3 stories, full basement, swimming pool, 3 car garage, wooded lot, 4 bedrooms, 2 fireplaces, guest room, library, Jacuzzi in master bath, 1 acre of land, etc.

You can get as detailed as your mind will allow, and the more that you do, the more you will focus on the outcome because it crystallizes your thinking and visualizing.

"When you move your goals into the workshop of your mind and let your mind start to work on it through affirmations and visualization, you will not be far from that goal"

Goal Setting Key #3: Write Down Your Goals

When you write down goals, you are committing time as well as the physical and mental link to start to focus on those goals. Write them down and review them as much as 3 times per day. **If you will actually review your goals three times per day, you will burn them into your mind and your mind will find a way to achieve them.*

Goal Setting Key #4: Date Your Goals

A goal without a date is like setting up your family vacation without a date. How can you achieve something if you don't know when you want it? Put a realistic date on the goal that you want to achieve and you will have a timeline with which to achieve it. Example: I will achieve the goal of owning the new house I described by (date). **Some people are afraid to put a date on a goal for fear that they may not reach it. This is why you should re-evaluate your goals often enough to know if you should reset them.*

Goal Setting Key #5: Put Together an Action Plan to Reach Your Goals

A goal without action is just a dream. Make sure you put down your goals with a plan of action to help you meet your objectives. You know exactly what you need to do to achieve your goal. It should be a stretch goal, which means you will need to stretch a little to get it.

Set up a reasonable plan of action to achieve your goal. Don't try to set up an unreasonable goal that you would need a literal miracle to achieve. If the plan of action is concise, you should be able to reach your goal if you stick to that plan. In the example of the house, you may have to forecast out the cost of the house and divide how much of a down payment you would need. Then figure out how much you would need to save per month or make per month to hit the projection.

Goal Setting Key #6: Break the Goal Down to Its Smallest Component

Always break your goal down into its smallest component by having smaller stepping stone goals that will help you to get to where you're going. Breaking a goal down into bite sized pieces gives you the total control over the goal being achieved or not. Combining this with subconscious positive mind affirmations and directions for your success works very well.

Goal Setting Key #7: Forecasting Your Future Goals

As you start putting your goals into action, you are going to want to break your goals down into several separate areas. It is very conceivable that you will be working on several goals simultaneously. Some of your goals may be daily goals whereas other goals could be long term goals that could take years.

When you write down your goal plan, it should really be a “Life Plan”, meaning you should try to do your best to plan out your entire life. It is not uncommon for achievers to have a 10, 15 or even 20-year game plan or more for their particular endeavor. Also, you should break the goal down into its smallest element to make it easier to plan. You may have a 20-year goal, but depending on the goal, you may have a daily, or monthly plan to keep you on that timeline. Here is an example of the goal areas that you might want to start filling in.

- Financial;
- Personal;
- Relationships;
- Spiritual;
- Health and Fitness;
- Family;
- Business/Career;
- Recreation/Leisure;
- Social;
- Political.

Here are the break points for your goals. Again, notice that you can break the goal down as small as you need to.

- 20 Year Goals;
- 10 Year Goals;
- 5 Year Goals;
- 2 Year Goals;
- Yearly Goals;
- Quarterly Goals (every 90 days);
- Monthly Goals;
- Weekly Goals;
- Daily Goals (daily action plan).

Also remember that some of your goals will change, while others will totally be removed from your list as you prioritize what are the most important things that you are trying to achieve.

Goal Focusing

You may have a 20-year plan in place for your goals, but maybe you want to really focus on a particular goal. Here is a way to really make the goal a focus. Here we will break down a goal and internalize why it is important to us.

1. **Focus Area:** What affects the goal? If you are buying a new house your goal may be affected by financial considerations. Plan it out.
2. **Today's Date:** The date you set the goal
3. **Statement of Goal:** Be clear and specific. Phrase it in positive terms, making it very concrete.
4. **How will you benefit from this goal:** List all tangible and intangible rewards for achieving this goal.
5. **Specific Action Steps to achieve the Goal:** What action needs to be taken to make sure that the goal is hit on time?
6. **Target Date:** When you will achieve the goal?
7. **Possible Obstacles:** What could get in the way of achieving your goal?
8. **Strategies for Overcoming Obstacles:** List your general strategies for overcoming any obstacles.
9. **Is it Worth the Time, Effort or the Money to attain this Goal:** Totally assess the goal to see if it is really what you want
10. **Date Achieved:** Actual date that you hit your goal.
11. **Affirmations to Support the Goal:** Create an affirmation or instruction that you can say to yourself daily about your goal.

-Bite Size The Goal-

“Begin with The End In Mind”

The Success Formula

The following formula is a very simple way to achieve the dreams and goals that you would like to achieve. Realize this formula will work for anything that you desire in your life. All you have to do is plug in what you are looking to do and the formula works....If you work it. Here is the 4-step formula

- 1) **Dream:** Your dream is that tangible thing that you have always wanted, like a new house or luxury car. Maybe it is a vacation that you have always wanted to take. A dream is that thing that will compel you to act even when you don't feel like it. There is a definite difference between a dream and a goal.
- 2) **Goal:** The goal is where you need to be in order to reach your dreams. A good example is that the goal is the income objective. So you want to buy a luxury automobile? The goal could be the income level you need to be at in order to fulfill this dream. It is important to understand the differences. How many pages do you need in order to get your goal then your dream?
- 3) **Plan:** This is your plan of action to get your goals in order to fulfill your dreams. This is your road map to help you get to where you are going. Plans are also flexible in that you can adjust them as you go. Here is a great quote that I heard a number of years ago.
- 4) **Action:** Action is the generator that makes your dreams & goals become a reality. Without the action behind the plan, you will not reach your goals. This is usually where most people mess up. They leave out the part that actually will help them get to where they want to go. You want to lose 30 pounds, but you don't discipline your self to stay away from the wrong foods, thus taking all of your goals and flushing them down the drain. Take action and get the objectives that you know you deserve.

“Put Your Goals in Concrete and Your Plans in Sand”

Ambition-Courage-Confidence: Perimeters for Your Success

Ambition: *Without it you aren't going to get anywhere.*

Ambition is that burning desire to achieve the things that you want, when you want them. So few people are ambitious in this world, but for those that can use their God given talents and abilities to harness that ambition, the sky is the limit.

Courage: *Is not the absence of fear, but the overcoming of it.*

Anytime you do something that is outside of your comfort zone; you will experience the fear and apprehension that goes along with it. Know that any time you are doing something different, you will experience this. Know that courage is your ability to act in the face of adversities or challenges of a new situation.

Confidence: *Knowing that you know where you are going at all times.*

You can get more mileage out of confidence than just about any other quality. You gain confidence by learning new skills and abilities, that maybe you never thought you could do before. When you are confident, you can command respect from someone, because the person with confidence has a unique energy surrounding their body that lets people know that they are someone with a purpose.

Having a Coach or Mentor

It is very important to have a coach, mentor or consultant to help keep you and your business on track.

Habits Determine Your Future

All success in life is based on habits. All problems or challenges that we have are based on (bad) habits. Habits are what we are, what we do, and why we do them. Why do we eat too much? Why do we smoke too much? Why do we use too much bad language? Why do we indulge in negative behavior such as drugs, alcohol, or other unhealthy lifestyle choices? All things that we do, whether they are good or bad, are based on our habits.

“If you change your habits, you change your life.”

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Not all habits are bad, but virtually everything we do is based on habit: getting up for work; our workout routines (or lack thereof); our eating habits; our ability to be prepared for things; etceteras. Simply put: Everything we do is based on habit. Holding this maxim as true, it follows that...

"If you can control your habits you can control your life"

Discipline + Habits = Control

The only way you can really affect your habits is to create discipline. Well that sounds nice, but most people don't have any! Discipline is one of those dirty words, which most don't want to know. Discipline can be learned and the most interesting thing is the way to become disciplined is to create a habit of discipline. You usually can't just jump into things, but what you can do is to break down the habit, so that it is bite sized, not huge for the person to do.

How Do You Eat an Elephant? > One bite at a time!

Once you break the habit down to its smallest piece, you can focus on it. Everyone can control little things, but most have a hard time doing big projects. Get control of the habit by making it a small thing, not a monumental effort.

Start out small and you can then go big. Always build on your accomplishments. This is a key to getting things under control. Once you do the small steps, you can then do the big ones. We all want control of our life and the easiest way to do this is to become disciplined with you habits.

21 Days to Create a Habit

It only takes about 21 days to create a habit. That is why you see so many books that say learn _____ in 21 days. 21 days is the magic number if you will that you need to get through. So if you need to lose 30 pounds in 3 months, it really is only 21 days from being accomplished. If you want to achieve "**Any worthy goal**", then you have only 21 days to get that under control.

In essence, the first 21 days or 3 weeks is the most important time when you are looking to create a new habit or looking to unload an old one. This is important information that you need to internalize. 21 days and you got it! 21 one days and you own it! Whatever the habit is, 21 days and you are that habit. Of course, realize that bad or destructive

A. Thomas Perhacs' Goal Getting Workshop

habits can be built in 21 days as well; it is therefore important that you are consciously focusing on the positive and not the negative.

Knowledge + Experience = Motivation

Step 1: Set Compelling Goals & Objectives

Without a goal or dream, you can't expect to succeed in any endeavor that you undertake. When you are setting your goals they must be:

- **Clear:** You must know what you want. So clear must you be that if someone asked you what your goal was you could tell them immediately.
- **Concise:** You have the goal, now be specific. Define the goal by putting an exact description of the goal, an example would be: A Car- The make, model, year, color, etc.
- **Dated:** When will you achieve the goal- Month & Year

“If You Don't Know Where Your Going, You'll Never Get Anywhere”

Daily Goals

Weekly Goals

Monthly Goals

Quarterly Goals

Yearly Goals

2 year Goals

5 year Goals

10 Year Goals

The Four Questions

Here are the four questions that you can ask your self as you get started in managing your business. These concepts allow you to self-correct or self instruct yourself to know what you need to do in your business, job or career. Success is simple if you make it simple and don't make it complicated.

- 1) What Do You Want?
- 2) Why Do You Want it?
- 3) When Do You Want it?
- 4) What Are You Willing to Give Up Temporarily to Get It?

Some Sample Autosuggestions

I am relaxed and in control at all times

I declare the favor of God for all I do

I feel euphoric and blissful all the time.

My presence alone produces valuable results.

I am attracting business and success every day.

I am in the process of earning (\$1,000,000,000) One Million dollars per year.

I am bold and confident

I am in the process of easily attracting money & prosperity every day

I am the leader that people are looking for

I am in the process of receiving everything I need to achieve my goals

I am in the process of earning (\$) every month

I am in the process of attaining perfect health

I am disciplined and stay focused on my goals

I am a positive influence on everyone I come in contact with

I expect success every day through Gods favor

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I can do all things through Christ who strengthens me.

I have a strong mind and can control my thoughts and emotions

I attract people to me like a magnet

I believe in the perfect outcome of every situation in my life

My words heal, quicken, vitalize, prosper, satisfy, persuade & make rich everyone I meet.

Everyone I talk to wants to get involved in business with me

I am in the process of weighing a strong and healthy (#) lbs

I feel my energy getting stronger every day

I have total faith & belief in my ability to control all areas in my life based on the power that God has blessed me with

I keep my thoughts pure and good and channel my energy into creative, worthwhile actions

I am abundant in every good way

Infinite money is mine to earn, save, invest, exponentially multiply and share.

My abundance is making everyone better off.

I embrace abundance, and abundance embraces me.

Every resource I need (tangible & intangible) is possessed by someone, somewhere at this very moment. I will find these individuals and persuade them to provide me with

Goal Setting Self Evaluation

This list can be done by yourself or with help from your Mentor or Coach. The objective is to stay focused on your goals and how to find out if your plans are currently working. These questions will expose your weaknesses and strengths and allow you to adjust them accordingly.

CHECKLIST QUESTION #1 –

On a scale of 1 to 10, overall, how would you rate your “positive progress” right now? (Are you happy with your progress?)

CHECKLIST QUESTION #2 –

What have you done or accomplished in the last 90 days that you’re happiest about, or feel best about?

CHECKLIST QUESTION #3 –

How often do you review your written goals? Once a month? Once a week? Every day?

CHECKLIST QUESTION #4 –

If you had to list one or two things that have been holding you back recently, what would they be?

CHECKLIST QUESTION #5 –

What are you doing about each of those obstacles? (What action are you taking? If not, why not? Your answer to this can help you know exactly what to do next.)

CHECKLIST QUESTION #6 –

What one thing could help you the most right now? (This could be ANYTHING that could help you move forward or do better.)

CHECKLIST QUESTION #7 –

If there is one thing that could help you most right now, what could you do personally to get that help? (Look at ALL your options on this.)

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CHECKLIST QUESTION #8—

If you could change one thing about your “attitude” right now, what would it be? (Think carefully about this.)

CHECKLIST QUESTION #9—

Do you believe that you have virtually unlimited potential within you and in front of you? (What does your REAL self tell you?)

CHECKLIST QUESTION #10—

What would you most like to do about that potential, and what will you do next?

Invest 30 Minutes Per Day to Self-Improvement

The key to success is to make sure that your attitude is sharp at all times. As with any business, you will run into your share of peaks and valleys. It is during those valley times that you need to make sure you have a source of inspiration that will propel you forward during the tough times.

“You Will Achieve in Life, Based On The Books You Read and The People You Associate With”

Stay Focused and Be Bold and Confident

This step kind of wraps things up and ties everything together. I remember when I got started in business, one of my mentors told me that this or any business can be very simple, all you have to do is..... **Get Started and Don't Quit!** Therein is the secret if ever there was one. Here are some others that will help you go a long way in your business.

Take these concepts and use them and you will find them to be exactly what you need in order to reach your dreams and goals.....

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