

Seven Steps To Getting RESULTS!

Step 1: Get Clear

Get some clarity on where you are now....

1. What did you love in the last 12 months?
 - a. What were some magic moments?
 - b. What were some accomplishments in the last 12 months?
 - c. What are some activities you would like to duplicate in the next 12 months?

2. What did you not like in the last 12 months?
 - a. What was challenging in the last 12 months?
 - b. What do you not want to happen again?
 - c. What did you learn during the challenging times?
 - d. Why were the tough moments incredibly valuable?

3. What decisions did you make in the last 12 months that were empowering for you?
 - a. What were some of the most important decisions of the last 12 months?
 - b. What decisions will you make now to get incredible results for the next 12 months?

Step 2: Get Certain

1. Write down anything in your life that was once merely just a goal, dream or desire. What are some of the big and little things that at one time seemed extremely difficult or impossible to achieve or acquire?

2. Circle the two or three items on your list that seemed the most difficult or impossible to achieve.
3. For the two or three items you circled, write down the steps you went through to turn each one of them into reality. You may not have done it consciously, but it's likely something stimulated you to want them — so much so that it may have become a magnificent obsession for you. Then, did you focus on it continuously? Put a lot of emotional charge into it? Then what? Did you actually create a plan? What were the steps you went through?

Step 3: Get Excited

1. In a peak state, write down every goal you think you'd like to accomplish in the next 20 years. Be sure to include ANYTHING you want to do, be, share, create, have, give. Include financial goals, personal development goals, physical goals, relationship goals, contribution goals—anything you'd like to learn, enjoy, or do. No matter how silly or outrageous it may seem, this is your chance to dream without limits. Be sure to keep your pen moving as fast as possible!
2. When you are finished, go through your list and next to each item, write down the number of years you want it to take (or believe it will take) to achieve your goal (write 1 year, 2-3 years, 5, years, 10 years, or 20 years).

Step 4: Get Focused

1. Out of your list of goals (from step 3), circle your top four oneyear goals. Out of your entire list, what do you want most? What are the top four goals that, if you could achieve them this year, would get you up early and keep you up late with excitement?

Step 5: Get Committed

1. For each of your top four one-year goals, write a paragraph about why they are 'musts' for you to achieve them. What are the reasons you absolutely will achieve this no matter what? Remember, reasons come first, answers come second! Why do you want to do this?
2. What are some of the things that you may need to do that you don't want to do in order to achieve these goals? If you have enough passion, you can get yourself to do anything, but first you must be certain about what "anything" might entail. Let's look the tiger in the eye!

Step 6: Get Momentum

1. Decide now: What is one small thing that you will do immediately toward achieving one of your top goals (e.g., making a phone call, booking a meeting, getting on the internet to research, signing up for a seminar, getting a coach, etc.)?
2. What is one big thing that you resolve to do immediately to achieve this goal (e.g., making a decision, throwing out all the unhealthy food in your house right now, giving something away, etc.)?

Step 7: Get Smart

To make sure you follow through, you have to get smart and measure yourself consistently. Remember, most people set some New Year's goals, have no plan or direction, take no action, and then measure again next New Year's! The more you measure something the better it gets. You must resolve now to measure your specific progress daily, or at least weekly.