

## Make A Plan, Write It Down & Stick To It!

**\*\* Note: Your Sub-conscious mind is a very powerful tool:**

**(YOUR BODY IS THE HARDWARE – SUBCONSCIOUS MIND IS YOUR SOFTWARE – SOFTWARE FUNCTIONS ONLY TO THE LEVEL THAT IT IS PROGRAMED)**

1. Experts on the Science of success have proven that whatever goal you give you subconscious mind, it will work day and night to achieve. \*\* Here is why; *The mind cannot tell the difference between vivid imagination & reality.* When you define your goals with clarity and detail the subconscious mind immediately goes to work as it now has a clear target.
  - a. Statistics have shown that less than 10% of Americans have clear, written, measurable goals.
  - b. 3 KEYS: Decide what you want, write it down in detail, make a plan & work on it *daily*.
  
2. HOW TO GET STARTED
  - a. 1<sup>st</sup> criteria - Decide *exactly* what you want in each key area of your life (7 categories):
    - i. Income/Financial – how much you want to make per year, how much in savings, how much invested etc.
    - ii. Business & Career – What area do you want advance in your career, or to what level in your Business.
    - iii. Fun & Recreational Goals – Vacations, Vacation Homes, Golfing, or other sports you enjoy on a regular basis.
    - iv. Health & Fitness – Working out, weighing a certain amount, walking, running, etc.
    - v. Relationships – What would your ideal relationships look like – if married, how to perhaps improve the marriage, if single; who would be your ideal partner, Family relationships with siblings, children, parents etc.
    - vi. Personal – Whatever it is YOU want – just because you want it: New car, new house, personal growth, take classes those types of things.
    - vii. Contribution & Legacy – What do you want to leave the world or help contribute to in order to make this world a better place.
  
  - b. 2<sup>nd</sup> Criteria - (The biggest key here) Write them down! (it is difficult to hit a target that you cannot see):
    1. You can use 3x5 cards, special journal/notebook = Goals Book etc. (*I personally like to use a small journal with tabs*). Pick whatever works for you.
  
  - c. 3<sup>rd</sup> Criteria - Define them in detail
    1. How much by when
      - a. Examples of properly written goals: Instead of saying “I want to loose weight” – You want to state something like; “I will weigh 140# by September 30<sup>th</sup> 2012. Instead of, “I want a new car” – You want to state: “I will own a 2012, Royal Blue Suburban with Grey interior, custom seats, pioneer stereo with Ipod deck, entertainment system in the back, etc.” You want to use clear,

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vivid details. \*\* REMEMBER; *The mind cannot tell the difference between vivid imagination & reality.* When you define your goals with clarity and detail the subconscious mind immediately goes to work as it now has a clear target.

2. Set deadlines – You want to be specific in your dates or deadlines – how far – start with 90 days – 90 days is like a season, just out of reach but not out of sight. So 90 days, 6 months, 1 year, 2 year, 3 year, to 5 years goals – of course on the long term goals you will break those down into sub-goals of what it will take to get there eventually.
3. Do not worry about missing a deadline – if you do – simply re-set the deadline.

### d. 4<sup>th</sup> Criteria - READ YOUR GOALS DAILY

1. Read your goals preferably twice per day – once in morning upon rising, once before retiring – by repetition this firmly plants them in the sub-conscious mind and it goes to work to change your external reality so that it is consistent with what you want internally by creating great ideas;
  - a. Suddenly they'll be coming to you in the shower
  - b. Or you will be doing something and you'll get a new idea for a product line or website.

This is the mind at work helping you create your dreams.

*(I actually have an 'idea journal' in my bathroom because so many ideas have come to me when I was taking a shower or getting ready to go somewhere)*

### 3. WHEN YOU REACH A GOAL

- a. Check it off
- b. Do something to reward yourself (give examples) – if it's a weight goal – go buy that new dress or those pair of slacks, or that suit. If it's a relationship goal – go on a week-end getaway. Find something to reward yourself with.
- c. Add new goals as they come to you – if you are reading them daily – you will have new ideas and new goals form in your mind as you go along. Some goals may even drop off and not be important anymore or they may change.

### 4. CONCLUSION

- a. Resolve that no matter what – you will not give up – it has been proven that the mind must have AT LEAST 30 DAYS of un-interrupted consistency.
- b. So - Decide what you want, write it down in detail, make a plan, & work on it daily. When you do this it becomes habit & you will accomplish more in a very short time than many other people accomplish in years.

The actual POWER in Goal Setting lies in activating the sub-conscious mind & learning to use the ideas as they come.