

## 10 Step Goal-Setting System

1. Define the goal –(so you know if you have reached it.) The more specific you can be the better.
  - a. It needs to be exciting
  - b. It should be out of reach, but not out of sight.
2. Set a date
3. List the pay value – what are the benefits to me to reach this goal.
  - a. There will be a price to pay, some hard work, some sweat equity – you need to be able to remind yourself of the “why”.
4. List the obstacles –
  - a. Why don't I have it now?
  - b. What skills, assets do I need that I don't have?
5. Prepare a plan – to overcome the obstacles
  - a. Time, money, effort and people are all needed.
  - b. Helps you focus your energy and schedule things out
6. Evaluate the plan – Is it good for you? Does it reflect your fundamental values? Will you have to violate them to reach your goal? How is this plan going to effect the people in my life, my health, my mental health? Is the prize worth the price? Am I willing to sustain it for the long-run? Am I willing to stick to it when things get tough?
7. Schedule the plan –
  - a. Get a calendar; carve time out to work on the plan. If it's on the calendar, it is more likely to get done
8. Keep up – don't give up, don't get distracted. This is where we lose people.
9. Stay the course or trade up
  - a. There are going to be roads that intersect your goal. If you take a spin-off road, you probably won't get back to the original road. But the end of that road may lead you to something that means even more. If you go down it, don't turn back. Don't trade down. Don't take a road just because it is easier.
10. Never reach a goal without setting another one to take its place.

If you reach a goal without setting a new one, you might lose who you are. Goals help define you.