

### **3 Steps to Choosing Authentic Goals and Achieving Them Easily!**

I'm noticing that many of my clients have lots of trouble choosing goals. I ask them to set a 60 day WOW! goal and they freeze up...I can't see them over the phone, but I imagine they have that "deer in the headlights" look...they stammer and squirm...and I usually let them off the hook and tell them to think about it for a few days...and then I revisit the question with them again, until they can at least whisper a goal to me. Can you relate?

This problem has 3 reasons ...I'll give you each problem followed by a solution.

**#1 People who don't set goals don't believe they deserve to have a wonderful life.** They are in a mindset of just "getting by," going to work, doing errands, maybe watching too much tv or mindlessly surfing the internet for hours.

They don't think about what they love to do. Since I was in my teens, it has been my life purpose to get people to ACKNOWLEDGE what they love AND to do more of it...whatever it is...for this is their core –their reason for being here...and I've seen it from first hand experience...if they don't use some of their valuable life force, time and energy on the things they love...they wither and often look back at life with regret.

**Solution:** Give yourself some inner time with the tv, radio, internet turned off and remember what it is you love to do. Allow whatever it is to emerge. Write it down. Cut out pictures of it and keep them with you. Don't tell just anybody about it yet...only a person or two who will support and encourage your ideas.

**#2. We're not taught about how to set goals.** I remember vividly a moment in college when I realized that the teacher was giving me a strategy to achieving goals and I thought ... Eureka! I never knew how to set goals...not one adult ever talked to me about this very cool and important thing...I knew somehow that this knowledge would change my life...and it did!

**Solution:** Your goal must be concrete. Almost without fail, when you first start out to set a goal, it will be vague. My clients laugh as I gently but relentlessly keep asking laser questions to get them crystal clear about their goals.

Your goal has to be a concrete action or event with a target date. And your goal must give you something you love. Here's an example from my business. I have a goal to increase this Authentic Institute "tribe" by 50% (or more) by December 31, 2009. That will allow me to help MORE people acknowledge what they love to do and do more of it...and THAT makes my heart sing. So there is that emotional component to the goal that pulls me forward. Now I have a concrete and specific goal with an emotional component but it's also a WOW! goal. So that takes us to problem number three.

### **#3. We don't take baby steps consistently and persistently.**

I could easily be overwhelmed if I thought I had to increase our tribe by 50% overnight...but I don't. I have 12 months (I set the goal in January). In January, I brainstormed what I would need to do to achieve this goal. I brainstormed alone and then with the two coaching groups I'm part of to get the ideas of others.

I took all the steps I came up with and used a flow chart kind of diagram, using post it notes, to put the steps in the order that made most sense to do to get me to the goal. Here were some of my steps:

#1 get ezine out regularly (I'd gotten away from it in my last year of ministerial school). I started with twice a month Jan-March and am now moving to weekly in April. This would rebuild the connection I had with all of you!

#2 use the articles I write for the ezine to draw new members into our tribe...through posting the articles online, in print newspapers and by editing them into press releases and sending them out.

#3 book speaking engagements (2-4 a month from March –December). This will allow many people to get a "taste" of who I am...I'll give them a valuable booklet or report in exchange for their email address and then they'll begin getting my weekly ezine... the relationship begins and they become part of our tribe!

That gives you an idea. Each step is entered into my calendar. And I then take ONE step at a time! I take at least one step towards this goal five days a week....sometimes more than one step...some steps can be done in five minutes...some need 3 hours. But it's still one step, one moment at a time. I'm enjoying each one of them AND I'll achieve my goal. Ready to set your goal? Want the same type of support I receive in the coaching groups, I'm part of? Your next step then is to **click here** and join our Success Circle.