

When I look back I have to say that the goals I wrote down, planned and gave a lot of attention to, were the ones I always achieved.

MONEY GOAL

You need to have a money goal. In the book “Think and grow rich” – Napoleon Hill said that “you must be specific on the amount you want!”

You need to know how much you are going to earn at the end of the 12 months. So take a moment to think about how much money you want to earn from your job.

BY WHEN?

Having now decided on how much money you would like or need, its time to set a deadline. You want to put yourself under just enough pressure to keep yourself moving and chasing the activity you need to do in order to reach your goals. Take a moment to state your money goals for 12 months time.

Imagine how dangerous you would be if you tapped into your peak potential for more than just a few hours a day. The secret for being able to do this is simply set some realistic goals that are just outside your current comfort zone.

You must now determine what you will achieve from that money goal. What will the money that you earn enable you to achieve?

IF YOU ARE CHALLENGED WRITING YOUR GOALS DOWN?

If you are struggling with the thought of setting goals or think it will be just a chore, then I challenge you to think about this:

- Without setting written goals, have you managed to achieve everything you want out of life?

If you have answered "No" then perhaps it's time you started doing things differently. Start setting goals to give you your life direction.

Are you L.O.S.T? Setting goals allows you to visualise or picture an outcome. A good phrase I've heard is "What the mind can visualise the body will follow". Said in a different way, you have to have a dream before you can ever achieve it. So what are your dreams? If you have trouble visualising or dreaming then you may be suffering from what is called Limited Or Scarcity Thinking (L.O.S.T).

LIMITED

Limited thinking means you continually convince yourself that you can't do something even before you tried. You find excuses not to try eg. I don't have enough money, time, skill or knowledge. And come up with reasons why something can't be done rather than trying to think how it could be done.

SCARCITY

Scarcity thinking is an attitude that wealth and opportunities are scarce and should be held onto tightly in case others might take them away.

L.O.S.T is the major killer of potential as it can make you feel like you dare not try in case you fail.

The good news is that L.O.S.T. is completely curable provided you establish small goals with clear outcomes, set small time frames then follow through by taking action.

It's better to have a small win (by setting an easily achievable goal on a daily/regular basis) than it is to attempt to set the world on fire, fail and then fall away.