Goal-Setting

Jim Rohn’s Second Pillar of Success: Part One
Welcome to Week Five of the Jim Rohn One-Year Success Plan. We hope you are having a great week and are ready for this week’s journey.

Week Five is exciting because it is our introduction to Pillar Two: Goal-Setting. We’ve all heard the statistics and read the studies and reports saying goal-setters succeed! Olympic and professional athletes, best-selling authors, successful professionals, business owners or entrepreneurs, they all talk about dreams and goals! Not the dreams and goals they fantasize about occasionally, or the dreams and goals they think about every now and then or simply hope for, but the dreams and goals creating passion in their lives, moving them into daily, monthly and yearly action, and bringing them emotion because of the clear sacrifices they’ve made before their long-aspired-for victories. Can dreams and goals create miracles and accomplishment? Absolutely! Equally important, dreams and goals create balance, priorities and life-enhancement.

Can you tell we’re excited about Week Five and Pillar Two?

Now, on to Jim and Chris.

Thanks, and make it a great week!

Kyle

“All things are created twice. There’s a mental or first creation, and a physical or second creation of all things. You have to make sure that the blueprint, the first creation, is really what you want, that you’ve thought everything through. Then you put it into bricks and mortar. Each day you go to the construction shed and pull out the blueprint to get marching orders for the day. You begin with the end in mind.”

—Stephen Covey
Hallo, and welcome to Week Five/Month Two: Goal-Setting.

I’ve often said that the major reason for setting a goal is for what it makes you do to accomplish it. This will always be a far-greater value than what you get. That is why goals are so powerful; they are part of the fabric that makes up our lives.

Goal-setting provides focus, shapes our dreams and gives us the ability to hone in on the exact actions we need to take in order to get everything in life we desire.

Goals are exciting because they provide focus and aim for our lives. Goals cause us to stretch and grow in ways we never have before. In order to reach our goals, we must become better; we must change and grow.

Powerful goals have three components:

1. It must be inspiring.
2. It must be believable.
3. It must be one you can act on.

When your goals inspire you, when you believe and act on them, you will accomplish them!

So, let’s take a closer look at the topic of goal-setting and see how we can make it forceful yet practical. What key aspects should we learn and remember when studying and writing our goals?

I believe there are four main areas of emphasis:

1. Evaluation and Reflection. The only way we can reasonably decide what we want in the future and how we will get there is to first know where we are right now and what our level of satisfaction is for where we are in life. With our focus on goal-setting, the first order of business is for each of us to set aside some serious time for evaluation and reflection.

2. Dreams and Goals. What are your dreams and goals? Not related to the past or what you think you can get, but what you want. Have you ever really sat down, thought through your life values, and decided what you really want? This isn’t what someone else says you should have or what culture tells us successful people do or have. These are the dreams and goals borne out of your own heart and mind, goals unique to you and that come from who you were created to be and gifted to become. Does this seem a little daunting? Well, next week we will show you exactly how to discover what you want from life.

“Goals. There’s no telling what you can do when you get inspired by them. There’s no telling what you can do when you believe in them. And there’s no telling what will happen when you act upon them.”

—Jim Rohn
3. **SMART Goals.** SMART means Specific, Measurable, Attainable, Realistic and Time-sensitive.

   - **Specific:** Don’t be vague. Exactly what do you want?
   - **Measurable:** Quantify your goal. How will you know if you’ve achieved it or not?
   - **Attainable:** Be honest with yourself about what you can reasonably accomplish at this point in your life, while taking into consideration your current responsibilities.
   - **Realistic:** It’s got to be doable, real and practical.
   - **Time:** Associate a time frame with each goal. When should you complete the goal?

In two weeks, we will spend some time looking at how to apply the SMART test to your goals to make sure they are as powerful as they can be!

4. **Accountability.** Think of the word accountable. It means to give an account. When someone knows what your goals are, they help hold you accountable. Whether it is someone else going through this program with you (have you thought about inviting a friend to join you on this one-year journey?) or just someone you can give the basic idea to, having a person who can hold you accountable will give you another added boost to accomplishing your goals! In Week Eight, we will show you how to set up an accountability partner.

So, evaluate and reflect. Decide what you want. Be SMART. Have accountability. When you put these four key pieces together, you put yourself in a position of power to catapult toward achieving your goals and the kind of life you desire.

Each of these points will be covered more in depth over the next month, but today I want to focus on the first one, Evaluation and Reflection.

The basis for knowing where we want to go is knowing where we came from and where we are. It is also knowing how well we have done achieving things we have previously set our eyes on. This is the essence of evaluation and reflection. We need to understand how to look at what we have done and then use that as a platform for what we want to do next.

The process of evaluation is relatively simple, but can be varied a bit. The important point is having a process! Here is the basic process for evaluation and reflection.

1. **Find a quiet place.** Reflection is best done away from distraction. It gives your mind space to think.

2. **Take a regular time.** Whether it is once a week, every other week, once a month or quarter etc., be sure to set aside a regular time at regular intervals to evaluate and reflect.

3. **Look at what you have accomplished and where you are.** Be specific. Be truthful. Be ruthlessly honest.

4. **Write it down.** Keep a record. This gives you the chance at the next stage of evaluation to see exactly where you were last time and keeps it as objective as possible.

5. **Look forward and set your next goal.** Stretch yourself according to what works for you.

That is the basic process of evaluation and reflection. If you have not done this before, then this will get you going. Be sure to follow the general idea and set aside time for your evaluation and reflection.
Now, the purpose of evaluation is twofold. First, it gives you an objective way to look at your accomplishments and your pursuit of the vision you have for your life. Secondly, it shows you where you are so you can determine where you need to go. In other words, it gives you a baseline from which to work.

We have all heard the quote that the unexamined life is not worth living. To evaluate and reflect brings us face to face with who we are and what we have become. More important, it allows us the time to dream and create a vision for what we want to become! Only when we take time out of our busy schedules can we get into the state of mind and quietness of heart we need in order to find that inner place where we see what we are and what we can become. Those who never take time to evaluate and reflect will blow to and fro through this life, living by the forces of culture, circumstances, societal pressures and, unfortunately, personal weaknesses. In contrast, those who take the time to evaluate will find they are like an oak tree in a storm: They have a firm foundation, know where they are going, how to get there and, ultimately, they will get there no matter what comes their way.

I would strongly encourage you to take a couple of hours this week to evaluate and reflect. At the beginning of this month, we encourage you to see where you are and note it in your workbook so that as the months progress and you continue a regular time of evaluation and reflection, you will see just how much ground you have gained—that will be exciting!

Next, Chris Widener is going to walk you through this week’s questions and Action Exercises.

Until next week, let’s do something remarkable!

Jim Rohn

“Whatever you vividly imagine, ardently desire, sincerely believe and enthusiastically act upon must inevitably come to pass.”

—Paul J. Meyer
Questions for Reflection

Q. Do you have an evaluation process currently in place for your life? Do you regularly take time to reflect on your life and goals? What is your process? How often do you engage in evaluation?

Q. Do you understand the purpose for evaluation and reflection? What specific purposes do these two disciplines serve in your own life, especially as they relate to goal-setting?

Q. How important have you made the process of evaluation and reflection in your life? If we were to look at your schedule, would we be able to see that times of evaluation and reflection are important to you?

Q. Are your goals self-serving, or do they have an element in them that makes you a giving person? Write comments here.
Q. Exactly what do you want out of life? Have you set goals to achieve that?


Q. Do you have someone in your life who will keep you accountable to your goals? Write their name here.


Any or all of these are great ideas to get you moving toward your goal:

1. Take at least an hour this week to sit down and evaluate, reflect and go through the Week Five exercises in the workbook, including the integrated Goals Exercises. Schedule a regular time to do this each week and record in your daily planner.

2. Seriously consider whether or not your past goals have been too low, and if so, how you can stretch them, and thus stretch yourself. Also, be sure they reflect exactly what you want to achieve in life. Write comments here.

3. Write down three main purposes you have for your time of evaluation and reflection.
   A. 
   B. 
   C. 

4. Write down why you think goal-setting is going to be important to you in accomplishing all that you want to accomplish.

5. Download the Bob Proctor and Jim Rohn audio files on goal-setting and begin listening to them this week. Write any comments here.
HERE IS WHAT IS COMING UP ON CD FOUR FROM THE JIM ROHN NEW MILLENNIUM SERIES:

Here are just a few of the incredible things you will learn:

✦ What is true success?
✦ How to determine a good goal
✦ How to expand your vision of the future
✦ The best ideas for raising kids
✦ How to create your definite purpose

And more!

Notes for CD Four from the Jim Rohn New Millennium series:
DEFINE THE LIFE YOU WANT, AND CREATE THE PLAN TO GET IT!

“Too many of us wait to do the perfect thing. With the result, we do nothing. The way to get ahead is to start now. While many of us are waiting until conditions are ‘just right’ before we go ahead, others are stumbling along, fortunately ignorant of the dangers that beset them. By the time we, in our superior wisdom, decide to make a start, we discover that those who have gone fearlessly on before, have, in their blundering way, traveled a considerable distance. If you start now, you will know a lot next year that you don’t know now, and that you will not know next year, if you wait.”

—The William Feather Magazine

A LOOK AT THE FUTURE

Personnel managers and human resources professionals know that past behavior is the best predictor of future behavior. That’s why past history and accomplishments play such a crucial role in determining whether someone will get a particular job or be given a new opportunity.

Suppose, for a moment, that you weren’t taking this course and that your life continued on its present course. If you keep doing what you’re doing now, what would your future be like? What would your life look like a year from now? Where would you be in five years? In 10 years? For the sake of this exercise, let’s take a candid look at where we currently are in our lives.

EVALUATION OF MY CURRENT CIRCUMSTANCES

Age: ___________

Marital/family status: ________________________________________________________________

Primary family responsibilities: _______________________________________________________

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Occupation (note any significant changes in occupation or title in the past five years): __________________________

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Work responsibilities: __________________________________

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____________________________________________________

____________________________________________________

Level of job satisfaction (on a scale of 1 to 10 with 10 being “I love my job” and 1 being “I hate my job”): ______________

Annual income: _______________________________________

____________________________________________________

Net worth: ___________________________________________

____________________________________________________

____________________________________________________

Health: ______________________________________________

____________________________________________________

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____________________________________________________

Significant accomplishments (achieved in the past five to 10 years): ________________________________

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New skills or abilities acquired (during the past five to 10 years): ________________________________

____________________________________________________

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____________________________________________________
Major purchases (made in the past five to 10 years):

Happiness quotient (on a scale of 1 to 10 with 10 being ecstatically happy and 1 being miserable):

Activities I participate in/how I spend my time:

Social life/what I do for enjoyment/relaxation:

Volunteer activities/clubs/memberships, etc.:

What do I like most about my life?
What do I dislike most about my life?


Based on the complete picture this "life" represents, one could reasonably assume my life purpose to be:


The big question? Are you satisfied with all of your answers? Are there any changes or growth you would like to see? Now, take a moment to go back to each of your answers above, and to the left of the question, write a number from 1 to 10 (1 being the lowest, 10 being the highest) rating your current situation in comparison to what you would like it to be or what it could be.

DECIDING TO CHANGE

The saying goes, “If you keep on doing what you’ve always been doing, you’re going to keep on getting what you’ve already got.” It’s a true statement.

But the fact that you’re taking this course indicates you don’t want to keep doing what you’ve been doing, and you don’t want to keep getting what you’ve already got. You want something different... better... more satisfying.

If you could create the life you’d really like over the course of the next five years, how would your life look then? Take a few minutes to imagine it, and then describe it below.

Five Years from Now, My Life Could Be...

If I could create the kind of life I want and become the person I want to be, in five years my life would look like this:

Age: 

Marital/family status:

Primary family responsibilities:
Week Five

Occupation (note any significant changes in occupation or title expected in that five-year period):

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Work responsibilities:

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Level of job satisfaction (on a scale of 1 to 10 with 10 being “I love my job” and 1 being “I hate my job”):

________________________________________________________________________

Annual income:________________________________________________________________________

Net worth:________________________________________________________________________

Health:

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Significant accomplishments (achieved in that five-year period):________________________________________________________________________

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New skills or abilities acquired (during that five-year period):________________________________________________________________________

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Major purchases (made in that five-year period):

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Happiness quotient (on a scale of 1 to 10 with 10 being ecstatically happy and 1 being miserable):

________________________________________________________________________

Activities I participate in/how I spend my time:

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Social life/what I do for enjoyment/relaxation:

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Volunteer activities/clubs/memberships, etc.:

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What will I like most about my life?

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What will I dislike most about my life?


Based on the complete picture this “life” represents, one could reasonably assume my life purpose to be:


LIVING YOUR LIFE ON PURPOSE
Most people don’t take the time to plan their days, let alone their lives. They tend to drift along, taking life as it comes, until something or someone prompts them to think a little further ahead. Often, even then, they resist! Many like to call it spontaneity—or flying by the seat of their pants. It sounds fun and exciting.

But the fact is, when people don’t take the time to think about what they want from life, what they want their life to be like, and the kind of person they want to become, they tend to drift along aimlessly. Without a dream, a goal or a destination, they have no direction in life, and without direction, how far do you think they’ll get? How far can anyone get when they don’t know where they’re going?

Consciously looking at your life as it is today, speculating about what your life might become in the future, dreaming about the kind of life you really want, and then creating a plan to create that life are the keys to giving your life direction. Establishing solid goals, taking actions to achieve those goals and making daily choices—on purpose—all directed toward making the kind of life you really want and becoming the kind of person you really want to be—that’s what makes a life worth living! You can create the kind of life you desire!

It takes a plan, commitment, action and follow-through. That’s what you’re here to do. This course and this workbook will help you do it.

This week, as you are listening to the audio assignments, think about the person you see yourself becoming over the next five-year period. Let this germinate and take root in your psyche so that it resonates with you and becomes the new paradigm from which you view yourself. Then in Week Six, we will go to work on who and what we desire to become.

“Do, or do not. There is no ‘try.’ ”
—Yoda (Star Wars: The Empire Strikes Back)