What you get by achieving your goals is not as important as what you become by achieving your goals. - Zig Ziglar

**(Before completing this exercise complete the ‘Vision for Your Ideal Self ‘Exercise’)**

Above all else goals should be meaningful to you. Lots of people create goals which are trendy or seasonal. Take New Year’s eve for example and New Year Resolutions. Most people set resolutions to drink less alcohol, eat less sugar, exercise more and so on. Goals set because it’s seasonal to do so are a little forced and humans resist force.

The second issue with these goals is that they are originating from a negative place. ‘I’ve drank, eaten and sat on the sofa watching movies too much over Christmas and New Year and therefore I must do these things to compensate or rectify a problem. Having a goal like this isn’t going to motivate you to do what you need to do to achieve an outcome, in fact there is no real measurable outcome in these goals.

Your goals need to be your goals and not you following the crowd. They are there to help you achieve your **Vision of your Ideal Self and your Purpose**, so that’s your starting point.

**What Goals will you need to achieve to fulfil your Vision and Purpose?** Write down all the things you will need to achieve.

**A few tips:**

**Avoid stating in the negative.** We tend to get what we focus on. Whenever you say “I want to stop…” or “I no longer want to…” our brain has to first build a picture of what you don’t want – in order not to do it. For example: Try not to think about a Pink Elephant! **State goals in the** **positive**.

**State in the present tense**. This helps the brain to assume you will be successful. *E.g., By December 31st, 2021, I will have completed 40 hours of Continuous Professional Development (CPD).*

**SMARTen your goals**

* **S**pecific (the more specific you are the easier your goal is to achieve)
* **M**easurable (so you know when you have achieved it)
* **A**ction-oriented (You can do something about it. It is within your control)
* **R**ealistic (Goals need to be both challenging and realistic so you set yourself up for success)
* **T**ime-Bound (has a deadline)

**Write your Goals here:**

**Once you have written all your SMART goals needed to achieve your Vision nail the goal setting process by completing the following table for each Goal.**

|  |  |
| --- | --- |
| **Motivation** | |
| **WHY I want this goal…** (the ‘outcome/s’ you are looking for) |  |
| **List all the BENEFITS here**  (of achieving your goal) |  |
| **The BIG Benefit is…**(of achieving goal) |  |
| **What is the PAIN?**  (of not achieving your goal) |  |
| **Achieving this Goal will also help me…** (other areas) |  |
| **Obstacles (also known as your secondary gain)** | |
| **I need to be aware that the BENEFIT of NOT completing my goals is…** |  |
| **Other obstacles to my success include:** |  |
| **Set Goal Levels (e.g., your goal could vary on time, quantity, quality)** | |
| **Minimum** |  |
| **On target** |  |
| **Smashed it** |  |
| **How will you need to BE different? (a worthwhile goal often requires us to look at / do things differently)** | |
| **In order to achieve this goal, I will START doing** |  |
| **In order to achieve this goal, I will STOP doing** |  |
| **In order to achieve this goal, I will need to BE someone who is** |  |
| **Resources (e.g., things, people, personal qualities, information, knowledge, skills, finance etc.)** | |
| **Resources available:** |  |
| **Resources I will need:** |  |
| **Taking ACTION (make these things achievable so you feel good about taking action)** | |
| **3 steps I will complete in the next WEEK that move me closer to my goals** | 1. 2. 3. |
| **3 steps I can complete in the next MONTH that move me closer to my goals** | 1. by  2. by 3. by |