

## The Attitude

Your Personal Attitude is the key to both Goal Development and Goal Ownership. If you don't believe the goal you have set then you will not attain it.

### The Question You Need to Ask Yourself!

**"Do You Take 100% Responsibility For Everything That Happens In Your Life and Organisation"**

### The Formula to Follow:

$$\mathbf{E + R = O}$$

**Event + Response = Outcome**

If you don't like the outcome you are currently achieving then change your response. Each time you don't like the outcome, review your response and try again until you achieve the outcome you desire.

*Source: Taught & Provided Courtesy of  
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### The Definition:

#### The Definition of Success:

**"You Simply Run Out Of Things To Fail At"**

We are taught as children that to fail at things is bad however this is actually a flawed premise. Most people don't try due to the potential of failure, resulting in them doing nothing. When you fail or don't achieve your goal you simply learn another way in which achieving your goal doesn't work. Each time you try and fail it puts you one step closer to success. How many times are you prepared to fail to get what it is you want?

*Source: Taught and Provided By Chris Le Roy*

## Define Your Spirit

This section allows you to define what your own personal spirit is. What is it that you stand for.

1. Select two words that define your own unique spirit. For example do you have *passion* and *inventiveness*

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2. Outline two ways in which you are going to demonstrate these qualities when you are interacting with your friends, family and work colleagues for example, *commitment* and *educate*

\_\_\_\_\_

3. If your life was perfect right now what would it look like? How would you feel? What would you do each day? What does that interaction feel like? Simply write each answer to those thoughts in a statement in present tense that describes your perception of the perfect life. Remember our goal in life is to make it as fulfilling as possible.

**EXAMPLE:** *I am passionate in educating others and helping my community grow.*

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\_\_\_\_\_

\_\_\_\_\_

4. Now develop the three statements from the previous exercise into a single purpose state and this is your spirit

**EXAMPLE:** *I am passionate in helping others to become more educated through sharing of my knowledge with those who wish to learn.*

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## Recommended Reading Material

(Available Now – Call 1800 66 00 00)

### The Success Principles

by Jack Canfield

### The Power of Focus

by Jack Canfield, Mark Victor Hansen, Les Hewitt

### Think and Grow Rich

by Napoleon Hill

### Secret of Getting Rich

by Wallace D Wattles

## Setting Goals

- ✓ S: Specific
- ✓ M: Measurable
- ✓ A: Attainable
- ✓ R: Relevant
- ✓ T: Timed

### Example Goal:

*To sell 500 widgets by the 30 December 2009*

Goals should always be –

- ✓ Personal
- ✓ Positive
- ✓ Put in writing
- ✓ Be Owned by You
- ✓ Achievable
- ✓ Relevant
- ✓ Measurable

## Keep a Success Journal

It is human nature to focus on your failures rather than your successes. It is far too common, where a person will focus on one minor failure and forget about the massive success they have achieved.

To overcome this, create a success journal. The goal of the success journal is to write down each day five successes you have just had.

**For example.** *If you are trying to lose weight, you could mark down a success in your journal by parking at the end of the car park at your local supermarket and walking to the front-door, rather than parking right next to the front door.*

That small little success is the starting point in creating long term successful habits when it comes to weight loss. Consistent small challenges will in fact lead to big changes

The goal of the success journal is to remind you what you have achieved. To remind you that whilst your success may not be instantaneous it is actually happening.

### What To Do:

Each day in your journal you must write down five things that you have achieved as a success.

**When To Review:** Take five minutes each morning and evening to review the successes you have had yesterday, the week and the month. Remind yourself these small successes are leading to a big one.

## Developing New Personal Habits:

The key to personal success is to develop new habits and to let go of old habits. To begin you need to identify old habits that are holding you back and then to identify successful new habits. Remember this:

**Successful People have success habits**  
**Unsuccessful People have unsuccessful habits**

**Example:** If you want to lose weight you need to ensure you eat breakfast every day.

**Old Habit:** Don't Eat Breakfast of the Morning

**New Habit:** Always eat breakfast in the morning and you have a reminder on your wall in your bedroom and in the bathroom.

OLD HABIT:	NEW SUCCESS HABIT:
A) _____	_____
B) _____	_____
C) _____	_____
D) _____	_____
E) _____	_____

## Developing the Success Formula

1. Identify your Bad or Unproductive Habits
2. Define your New Successful Habits
3. Create an Action Plan for Implementing these new habits

## Develop Your Own Vision Goal Wall/Board

Written Down Goals will allow you to focus on what you want to achieve. The Vision Goal Wall/Board reminds you each day when you look at it, what you are working towards and what you truly want.

What should be on your Goal Wall/Board:

1. Your Spirit Statement
2. Your Written Goals for this Year
3. Your Long Term Goals
4. Inspirational Words and Statements
5. Pictures of Your Team Goals
6. Awards and Successes of the Team

## Unleash the Power of Goal Setting Plan Your OWN future – Set Goals

To be successful you must plan your future and have a clear vision of your goals

- One reason why visions don't become reality is that they are not specific enough
- You must set specific and measurable goals and objectives
- They must be written down
- You must determine HOW MUCH and BY WHEN!
- What happens inside when we turn our visions into specific goals and objectives? What Feelings emerge?

We often want to push the goal out further or make the goal smaller in size

- What shows up when we commit to measurable and specific goals?
  - Considerations
  - Fears
  - Roadblocks

The key to goals is **MASTERY**

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This section is extracted from Jack Canfield's Breakthrough to Success Home Study Course