



Achieving Goals

"The best and safest thing is to keep a balance in your life, acknowledge the great powers around us and in us. If you can do that, and live that way, you are really a wise man."

Robert Heinlein, Writer

Ever wonder why most people don't achieve personal, or career, or business goals, even if they do set them? After all setting and achieving goals is a positive and affirming practice. The main reason is that they set too many goals and become distracted, which in today's world is easy to do with the amount of information overload we find ourselves in. Too many goals lead to nothing being a priority, but does lead to a sense of overwhelm.

Another reason that goals are not achieved is because they don't actually have the conviction of the person trying to accomplish the outcome. A good example of this is when a goal, or goals, are set by someone else without consultation with the goal's recipient. An example would be some sales quotas. In order to accomplish a goal you need to believe there is something in it for you.

One more reason that goals don't get accomplished is that they are just plain unrealistic. They are unrealistic in the time frame, resources required, end result expected and the need to accomplish them.

To be effective in accomplishing goals, the goals need to generate excitement within you. It is important that you go after the goal with enthusiasm.

If you are having concerns or problems in either setting or achieving goals, please contact us. We can share with you a process for both setting realistic goals and a way of achieving them. Avoid getting trapped in the trivial and start achieving what you want.

Further Resources:

You Can Do It Paul Hanna Penguin ISBN: 0 7343 0290 8