



Reasons for Goal Setting

1. Goal setting can be used to improve your “I.”
2. Goal setting can be used to improve your “R.”
3. Goal setting makes you aware of your strengths, which can be used to overcome obstacles and provide solutions to problems.
4. Goal setting points up weaknesses. You can begin setting new goals to improve in those areas and turn them into strengths.
5. Goal setting helps you identify successes, which will motivate you toward new goals.
6. Goal setting gives you a track to run on.
7. Goal setting forces you to set priorities and establishes direction for your pursuits.
8. Goal setting separates reality from wishful thinking. It eliminates daydreaming.
9. Goal setting makes you responsible for your own life. It forces you to define and establish your values system.



Goal Setting

My plan of action contains these 11 elements:	
1.	
2.	
3.	
4.	
5.	
6.	
7.	
8.	
9.	
10.	
11.	



A Ten Year Projection

Project yourself into the future ten years. How old will you be in ten years? What will your life be like then? How will your personal, family, and career circumstances have changed by that date? Of course, this is a highly imaginative projection, but attempt to be as realistic and objective as possible.

In completing this projection, you will be bothered by two questions repeatedly:

Should I describe my future the way I want it to be?

OR

Should I describe my future the way I really think it is going to be?





A Ten Year Projection (cont'd)

You will probably allow both factors to enter into your answers. Such a solution is both natural and desirable. This projection is for your benefit. No one will see this projection other than yourself unless you wish to share it.

In ten years my age will be:

My occupation will be (be as specific as possible):

My specific responsibilities will be:



A Ten Year Projection (cont'd)

My approximate annual income (or my family's) will be:

My most important personal possessions will be:

My family responsibilities will be:



A Ten Year Projection (cont'd)

Of my experiences in the last few years, the most pleasurable were (as viewed from ten years hence):

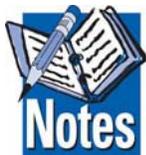
Of my experiences in the last few years, the ones that gave me the greatest sense of accomplishment were (as viewed from ten years hence):

In the last few years, several dramatic things have happened in my business and/or community which have interested me. Below is a summary of the highlights, including a description of how I was involved in these events.



A Ten Year Projection (cont'd)

In reviewing my "Ten Year Projection," the most important observations I made were:





Who Am I?

Now that you have imagined the future, let's return to the present. The purpose of these exercises is to aid in gathering information about yourself. You will use this information in goal-setting and planning.

In what you are doing now, what is giving you:	
A.	The greatest sense of accomplishment?
B.	The least sense of accomplishment?
What are your personal strengths?	
What areas need development?	



Who Am I? (cont'd)

Many people have a “secret project” or a very private plan for “sometime” in life. What is your real aim in life?

Many of us would like to have the freedom to do the things we want to do when we want to do them. What would you do if you had:

A.	One hour?
B.	One day?
C.	One week?
D.	One year?



Who Am I? (cont'd)

Who are you?

A statue is built in your honor. What would you want to list on the plaque as the major accomplishments of your life?

As a result of reviewing what you have written, you feel that the areas that motivate you are: