YOUR OFFICIAL GUIDE TO SALLY'S GEEKY NOTES

FOR MICHAEL HYATT'S WEBINAR:

5 BLUNDERS THAT COULD SHIPWRECK YOUR GOALS (AND HOW TO AVOID THEM!)

Blunder #1 Sailing Without a Destination (Don't Drift)

- Envision the end result right from the beginning
- Keep your mind focused on your end goal
- Ask yourself… "On Dec 31, 2018, what do I want to have achieved?"
- What matters most?
- What regrets will I have?

Consider every domain of your life, from your health and mindset to your family and relationships.

Don't get too focused on one area of your life, because tunnel vision will get you off-track.

All factions of your life are interconnected.

Said another way:

Your life has 3 circles:

1. Circle of being (physical, spiritual, emotional, intellectual)
2. Circle of relating (social, parental, marital)
3. Circle of doing (vocational, avocational, financial)

Gail Matthews says: You are 42% more likely to achieve goals if you write them down.

Personal example: I geek out on notes, as you know! As an example, I jot my goals on Post-It notes all over the place. (Me, I'm partial to the classic yellow ones, but you can take your pick.) This helps me keep visual contact with my message and purpose.

"We judge others by their behavior, and ourselves by our intentions."
(Albert F. Schlieder)

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- Even the best intentions won't change your life if they do not become actions.
- First step to taking action on your goals: WRITE THEM DOWN.
- Be specific: Make goals specific enough to be actionable.

Here's an example from my own work, of how I avoid "drifting" with clients:

Personal example: I always ask questions that help me understand their goals, and over deliver on them:

1. "A year from now, when we're sitting together talking about the project / speech / training… what do you most want to be true?"

2. "If you had a magic wand, and could have any outcome, what would it be? Inspiration and motivation, or tactical how-to knowledge?"

3. "What failures have you encountered in the past, and how did you avoid those?"

Blunder #2 Charting an Impossible Course

Problem: Unrealistic expectations

Having too many goals results in a lack of focus

- Don't set too many goals
- Don't set too many subgoals, under your primary goals
- Keep it simple

1. Limit yourself to 7-10 goals for one year
2. Narrow list to 2-3 critical goals to focus on first
3. Don't spread time over all 10 goals; focus on 2- 3 at a time and you will make more progress, more quickly)

"The man who chases 2 rabbits catches neither." ~ Chinese proverb

How I responded to this personally:

I chase 2 or 3 or 4 rabbits at once! I've heard this Chinese proverb before, but when Michael described in this context of "charting an impossible course," I could practically hear the epiphany popping in my mind. I make this mistake personally and professionally, by chasing too many different goals at once. As a result, it can create confusion and overwhelm. In 2018, I'm refining my goals into a simpler course.

Blunder #3 Staying too Close to the Shore

- Nothing great happens inside your comfort zone.
- Have you truly lived the last 10 years, or have you lived the same year 10 times over?
- Emotionally, we have a lot of negative emotions around goals, such as disappointment and fear, but that's part of achieving goals.

"Twenty years from now you will be more disappointed by the things you didn't do than by the ones you did do. So throw off the bowlines. Sail away from the safe harbor. Catch the trade winds in your sails. Explore. Dream. Discover." (H. Jackson Brown, Jr.)

COMFORT ZONE = Playing it safe
DISCOMFORT ZONE = Where you want to be
DELUSIONAL ZONE = Hopelessly high expectations

Aim just above the target, but not too high.
Discomfort zone comes with negative emotions:

- Fear: "I might fail."
- Uncertainty: "I don't know how to get there."
- Doubt: "I'm not sure I have what it takes."

These are normal feelings.

Reframe these as indicators that you are on the right path, challenging yourself and growing.

Even if you don't achieve your full goal, you will still be BETTER off than if you stay in your comfort zone.

Blunder #4 Losing Your Bearings

Mistake: Failing to keep goals visible

If you only give your goals the time and focus *that you have leftover*, you'll never make meaningful progress.

Decide how you'll track your goals and keep them visible.

- Frame them on your wall
- Review regularly (daily/weekly) until goal is achieved
- Make them your screensaver
- Use a Journal

Blunder #5 Sailing Without a Crew

Don't try to go it alone
Get the help you need

Warning: "Telling everyone your goals makes them less likely to happen." (Derek Sivers)

Only share your goals with those who are actively committed to helping you achieve them.

Find a supportive community to share and check in with on your goals. Otherwise, the naysayers and critics can shut you down.

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Personal note: I actively seek out team members who can be an optimal "crew." It's not enough just to have a team; you have to help each person on that team rise to their highest value, so they can contribute.

For you, your "crew" might be co-workers. Or, they might be friends who can give encouragement. Or peers who give constructive feedback. Or a mentor who guides and coaches you.

Even if you're a "solopreneur," working <u>by</u> yourself and <u>for</u> yourself, it's pretty tough to build and grow if you're constantly solo.

For my 2018, I'll be applying this principle by starting projects with a clear idea in mind for the team, so that I'm supporting <u>them</u> as much as they support <u>me</u>.

...And this is the end of my geeky notes! :)

Thank you for reading this, and for being part of my world.

I'd love to meet you in Nashville, in person. Join me for Michael Hyatt's LIVE! event, and be part of a select group with my mini mastermind circle.

HOW AMAZING WOULD IT BE TO REACH YOUR BIGGEST GOALS IN 2018?

Register with me, right here: <u>http://bit.ly/2yY97XF</u>