

“The SECRET behind Writing Goals”

How often have you said one of the following?

“I’d like to make more money.”

“I’d like to lose some weight.”

“I’d like to see more progress with some of my clients.”

“I’d like my students to follow-through on their goals.”

“I’d like to have more time to _____?”

Any or all of these are positive goals. In the October Tip, I wrote 25 questions to help people develop goals and create effective action steps. While the questions are effective to develop the plan, the missing secret is the motivation to follow the plan.

The real SECRET is to identify the Quality World Picture that reaching the goal will satisfy. The goals, as is, are not necessarily tied to any strong desire or emotion unless they are linked to the Quality World.

Our Quality World Pictures are created as we find things that satisfy our needs. When we discover that a person, an activity, new information, etc. satisfies our needs for Love and Belonging, Power, Freedom and Fun, we add to our Quality World. Because these people, activities and ideas are the most important and enjoyable parts of our life, they carry more emotional impact (motivation) for us.

How do you find out what the motivating picture is?

Let’s start with the first question. What will you do, have or be when you have the amount of money you want?

Some answers might be:

Financial Security: To have freedom from stress. To have a retirement that allows me to do more of what I want.

Travel: To see different parts of the world and learn about the people and places. To be intelligent, worldly, etc.

Purchases: To have the power to have what I want and do what I want. I’d like a _____, so I could...

Imagine yourself answering the questions from your Quality World and you will experience the emotion that comes from those special pictures. THAT is the SECRET of tapping into the motivation that creates follow-through!

“10 Questions to help you find The SECRET behind Writing Goals”

These are just some of the questions that can be used to help you, or others, identify the motivating pictures in the Quality World.

1. What will you have, if you accomplish your goal?
2. What will you get when you reach your goal?
3. What will you have when you get what you want?
4. What will be different in your life when you meet your goals?

After you reach your goal:

5. Who will you want to tell and why?
6. What will you be doing?
7. What will you be thinking?
8. How will you be feeling?
9. What will others behave when they are around you?
10. What will others say about you?

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