

When It Comes to Achieving Your Goals, Determination is Not Enough

By
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Knowledge is power!

The more you know about how to set goals, the better your chances of achieving them.

I spoke to a client recently who was terribly excited about the goals she had set for this year. When asked how many of these goals she had set in the past, she admitted that several were on her list every year. “How will this year be different?” I asked her. She replied that, “This year I am absolutely determined to make them happen.” “Determination is good” I replied, “but it’s not enough”.

What do you really want?

One of this client’s goals is to lose weight. She is about to launch a public career as a performer and her appearance is important to how she feels about herself. While it may seem pretty straightforward, stating her goal as “losing weight” doesn’t really give her enough to work with since even an ounce or two would meet her objective. What she really wants is to look fabulous at her debut. As we broke that goal down, it became weight and other factors that would give her the feeling of confidence that is her true objective.

What she needed to do is state her goal in the right way:

“I want to feel fabulous at my debut because I look great and am well prepared.”

With this new goal in mind, our conversation then moved on to . . .

Coach: “What will it take to look great and be well prepared?”

Client: “I will love my hairstyle, clothes, weight, the material I am performing and the experience I am creating for my audience.”

Coach: “What will it take to do that?”

Client: “I will weigh _____.”

I will work with an image consultant to create a look for me.

I will connect with people who can help me achieve my performance goals . These include individuals experienced in _____, _____, and _____.

Coach: “When would you like to be at your target weight?”

Client: "August 31, 2003."

Coach: "What will you do today to begin the process?"

Client: "I will remove snack foods from the house and will not replace them."

Coach: "So you will change your environment?"

Client: "Yes!"

(Note: Creating environments that support your goals is essential. An environment can be a place but it can also be a situation or circumstance including where you work, who you spend time with and how you spend your time.)

Coach: "How will it make you feel to complete this task?"

Client: "I will feel like I'm on my way to my new, slim self!"

What has happened here is that she is committing to an action she can take, not a result she can't control. *Taking this one action will start a process that will ultimately produce the result she wants.*

Coach: "Great! What will you do tomorrow?"

Client: "I will take time to prepare my lunch before I leave for class."

Coach: "Do you have what you need to do that?"

Client: "Oops! No. I better stop at the store today so I can have what I need for tomorrow."

(Note: Another adjustment to her environment to support her goal.)

And so the process continues until her plans are laid out.

Now, no one sticks to a plan 100% of the time. That's OK! Just do everything possible to plan for success and give yourself a break if you mess up.

Remember these points as you set your goals for 2003.

- **Set goals that represent something you want, not what someone else thinks you should do.**
- **Make your goals measurable.**

- **Set goals you have control over.** You have control over how much you eat but not how much you will lose. Losing weight is the result of a decision to eat less or eat differently.
- **Write your goals down.** Writing them down then putting them where you can see them will remind you of your commitments and help you stay focused.
- **Describe the feeling that achieving your goal will give you.** This is an important step in the goal setting process. Tell the truth without judging what kind of person you are for wanting to feel whatever it is.
- **Break down what you will do to achieve your goal into bite size chunks.**
- **Create environments that support what you're going for.**
- **Be judicious in sharing your goals.** Tell only those individuals who support you in your objectives. Avoid nay sayers and people who have a history of criticizing your efforts. Tell no one, if that's what it takes to assure you are not derailed by someone else's opinion.
- **Take at least one action every day.**
- **Forgive yourself when you miss the mark.**
- **Persist. Persist. Persist.**

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