

Monday Morning Motivation 12/27/2010



THE POSITIVE PLACE. SALES MOTIVATION AND PERSONAL GROWTH

The Yearly Goal-Fest

If you're like most of us, you set yearly "New Year's Resolutions" as the New Year starts. If you're like most of us, they don't survive much past the first month.

How can you do better at keeping your Resolutions? Start by renaming them. New Year's Resolutions carry a lot of baggage with them. Call them "Goals for the new year" instead.

Second, don't just set the goal, set a path to goal attainment as well. Figure out what it'll take to attain your goal, and make sure the steps you set are in "bite-size" pieces. Don't try and do them all at once -- do them a little bit at a time.

Third, make attainment of the goal a habit. Good habits become a method to energize our goal attainment -- just by setting and developing a habit to achieve.

Fourth, Make a weekly assessment of your goal progress. If you're falling short, you can make a change. This is much easier than when you let the goals go for a few weeks without assessment -- and then try to achieve them all in one big bite.

Fifth, tell your goals to a trusted friend, loved one, or spouse. They'll help keep you on the straight and narrow -- but never get mad at them for doing their job.

Five easy methods to keeping you on track to achieving your Goals for the New Year.

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