



Goal Victory!

Winning with Goals in 2010

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WITH
VICTOR ENCINAS
VICTORENCINAS.COM
&
JAMES WOOSLEY
WOOSLEYCOACHING.COM

Home: Phoenix, AZ

I have beautiful wife, Laura, who is a full time mom, marathon, ultra-runner. She helps keep me out of trouble.

I also have two incredible children, Jude and Audrey, who help me get into trouble.

We love to camp, go hiking, play games, watch the Yankees and Diamondbacks, and fish for monster trout...ok, I'm the one who likes to fish.



Victor Encinas
VictorEncinas.com



**WOOSLEY
COACHING**



James Woosley

WoosleyCoaching.com

Home: Mobile, AL

I also have beautiful wife, Heather, who is a full time mom and loves music (she plays violin, viola, piano and more).

We have two amazing children, Anna and Ian, who have made life very interesting so far!

I love to travel and am a huge NASCAR fan... dreaming of the day I'm behind the wheel instead of in front of the TV (now that's a big goal!).



Overview



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- Introduction
- Who You Are and Your Goals
 - Personality / Strengths
 - Aptitude & Intelligence
 - Motivation
- Creating a Vision
- Launching Your Goals
- Casting an Action Plan
- Resources & Closing



What is Goal Setting?



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- Goal setting is the process of evaluating where you are and where you want to be
- It requires the establishment of specific and measurable tasks or objectives to be achieved

“If you aim at nothing you’ll hit it every time.”
– Zig Ziglar



Why Set Goals?



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- If nothing changed in your life over the next few years, would you be okay with that?
- Goals help us map our curiosities and desires
- We are born with a hunger for improvement
 - God has placed “eternity in the hearts of men” (Eccl. 3:11)

“Never rest on your achievements; always nurture your potential.”
– Denis Waitley



Why We Fail



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- Reasons We Fail in Goal Setting and Achievement
 - 1) Procrastination/Fear of Failure
 - 2) Lack of Hope or Self-Confidence
 - 3) Don't Know How
 - 4) Not Written Down
 - 5) Not Specific and Measurable
 - 6) No Personal Ownership
 - 7) No Deadlines or Accountability

“Failure is an event, not a person. Yesterday ended last night.”
– Zig Ziglar



Laws for Successful Goal Setting



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- **8 Laws for Successful Goal Setting**
 - 1) Put Goals in Writing
 - 2) Be Realistic
 - 3) Clarify Motivations
 - 4) Have a Plan
 - 5) You Must Take Action
 - 6) Stay Focused
 - 7) Become Accountable
 - 8) Must Follow Through

*“Make no small plans; they have no magic to stir men’s souls.”
– Daniel Burnham*

Who You Are & Your Goals

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“Each one should use whatever gift he has received to serve others, faithfully administering God's grace in its various forms.”
-- 1 Peter 4:10

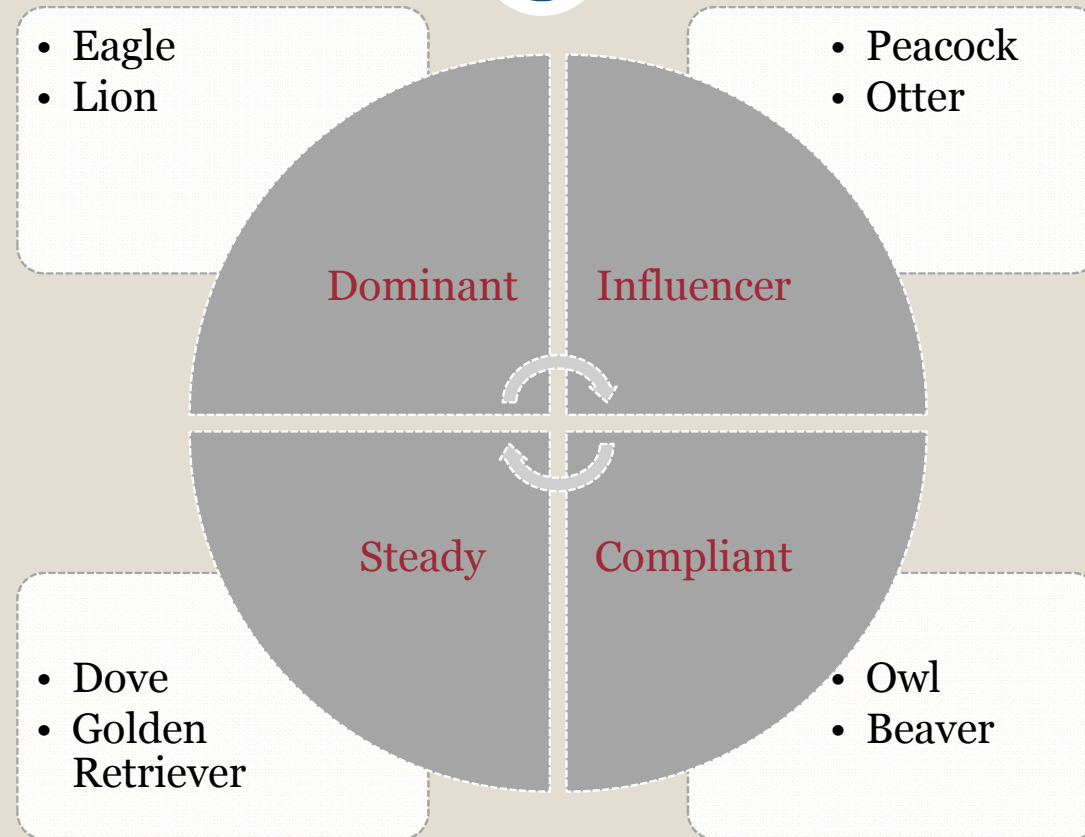




Know Thyself – Personality Matters



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The DISC profile is a useful tool in discovering how your are wired
...the natural way you think and act.



Strengths Assessments



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- Concept is that you can do more by maximizing your strengths than by improving your weaknesses
- Build on who you already are
- Talent x Investment = Strength
 - Talent=a natural way of thinking, feeling, or behaving
 - Investment=time spent practicing, developing skills, gaining knowledge
 - Strength=the ability to consistently provide near-perfect performance
- Based on Clifton StrengthsFinder 2.0 Assessment

Source: StrengthsFinder 2.0 by Tom Rath



Aptitude & Intelligence Factors



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Linguistic
(Verbal)
Intelligence

Logical-
Mathematical
Intelligence

Musical-
Intelligence

Spatial
(Visual)
Intelligence

Bodily-
Kinesthetic
Intelligence

Interpersonal
Intelligence

Intrapersonal
Intelligence

Naturalist
Intelligence

Existential
Intelligence

Based on Dr. Howard Gardner's Theory of Multiple Intelligences...
IQ score and abilities alone cannot measure your intelligence.



Proper Motivation



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Growth needs

Deficiency needs

Self Actualization needs – personal growth, Fulfillment

Esteem needs – achievement, independence, status, prestige, responsibility, etc.

Social needs – love, family, affection, relationships, friends, work group, etc.

Safety needs – security, order, law, limits, stability, protection from elements, etc

Biological and Physiological needs – basic survival needs of food, water, shelter, warmth, sleep, health and air.

Based on the work of psychologists David McClelland and Abraham Maslow

Creating a Vision

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**“Where there is no vision,
the people perish;
but he that keepeth the law,
happy is he.”**
-- Proverbs 29:18 (KJV)





Life Areas



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Life Roles



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Concept based on
The Art of Intentionality
by Kent Julian
(<http://www.liveitforward.com>)



Your Purpose? Your Life Mission?



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Here lies
John Doe
Aged 55

Killed tragically doing what he loved most – living on the edge. Keen sportsman and athlete, he will always be remembered for his endless drive and ambition, and accounts of his recent adventures.

Always successful in business, John's legacy lives on through the company he founded.

Go get 'em in heaven!

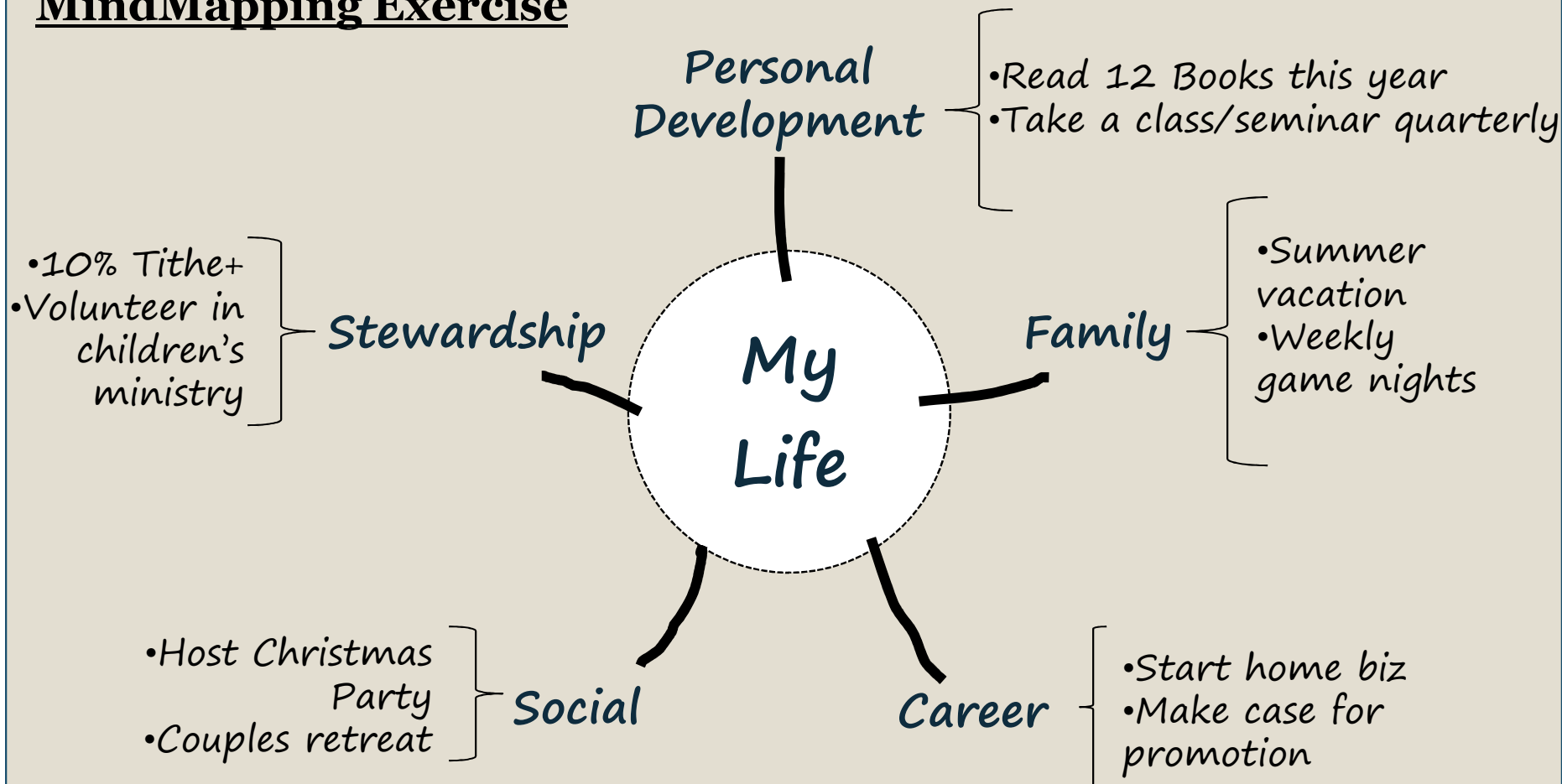


Discover What You Really Want



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MindMapping Exercise





SWOT Can You Truly Achieve?



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Strengths

-
-
-

Weaknesses

-
-
-

Opportunities

-
-
-

Threats

-
-
-



Putting the Vision Together



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- Understand and develop goals within the Areas or Roles of Life
- Develop a Purpose and Mission Statement
- Discover what you want through MindMapping
- Use the SWOT method to make it tangible

*“Where there is no vision, the people are unrestrained,
But happy is he who keeps the law.”
– Proverbs 29:18*

Launching Your Goals

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- Goal Types
- Set Priorities
- SMARTER Goals
- Lay Out Time Frames





Goal Types



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- **Skills**
 - Developing a new skill or improving current skills.

- **Habits**
 - Beating old habits, or developing better ones.

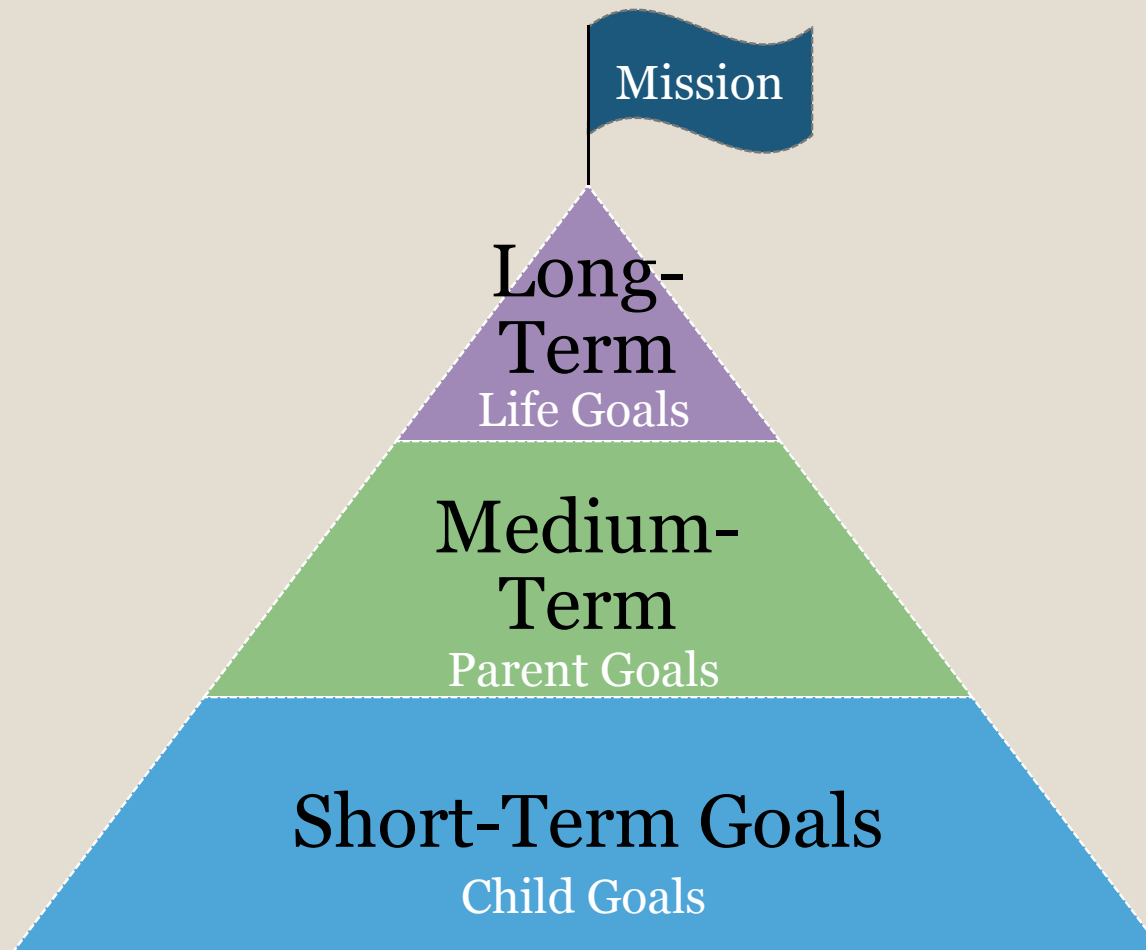
- **Dreams/Desires**
 - Producing an outcome, achieving a dream.



Mission Accomplished Over Time



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Prioritization of Goals



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- **Priority 1: Must Do**
 - These goals must be achieved if you are to consider yourself successful. These are your highest priority goals.
- **Priority 2: Should Do**
 - These goals should be achieved (but are not essential) to consider yourself successful.
- **Priority 3: Nice to Do**
 - Self explanatory!





Prioritization Systems



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- Various Systems
 - Must Do/Should Do/Nice to Do
 - High/Medium/Low
 - Action Ranking (1 to n)
 - Stephen Covey's Urgent/Important Matrix

	Urgent	Not Urgent
Important	I <ul style="list-style-type: none">› Crises› Pressing problems› Firefighting› Major scrap and rework› Deadline-driven projects	II <ul style="list-style-type: none">› Prevention› <i>Production capability</i> activities› Relationship building› Recognizing new opportunities› Planning› <i>Re-creation</i>
Not Important	III <ul style="list-style-type: none">› Interruptions› Some calls› Some mail› Some reports› Some meetings› Proximate pressing matters› Popular activities› Some scrap & rework	IV <ul style="list-style-type: none">› Trivia› Busywork› Some mail› Some phone calls› Time-wasters› Pleasant activities

Image Source:

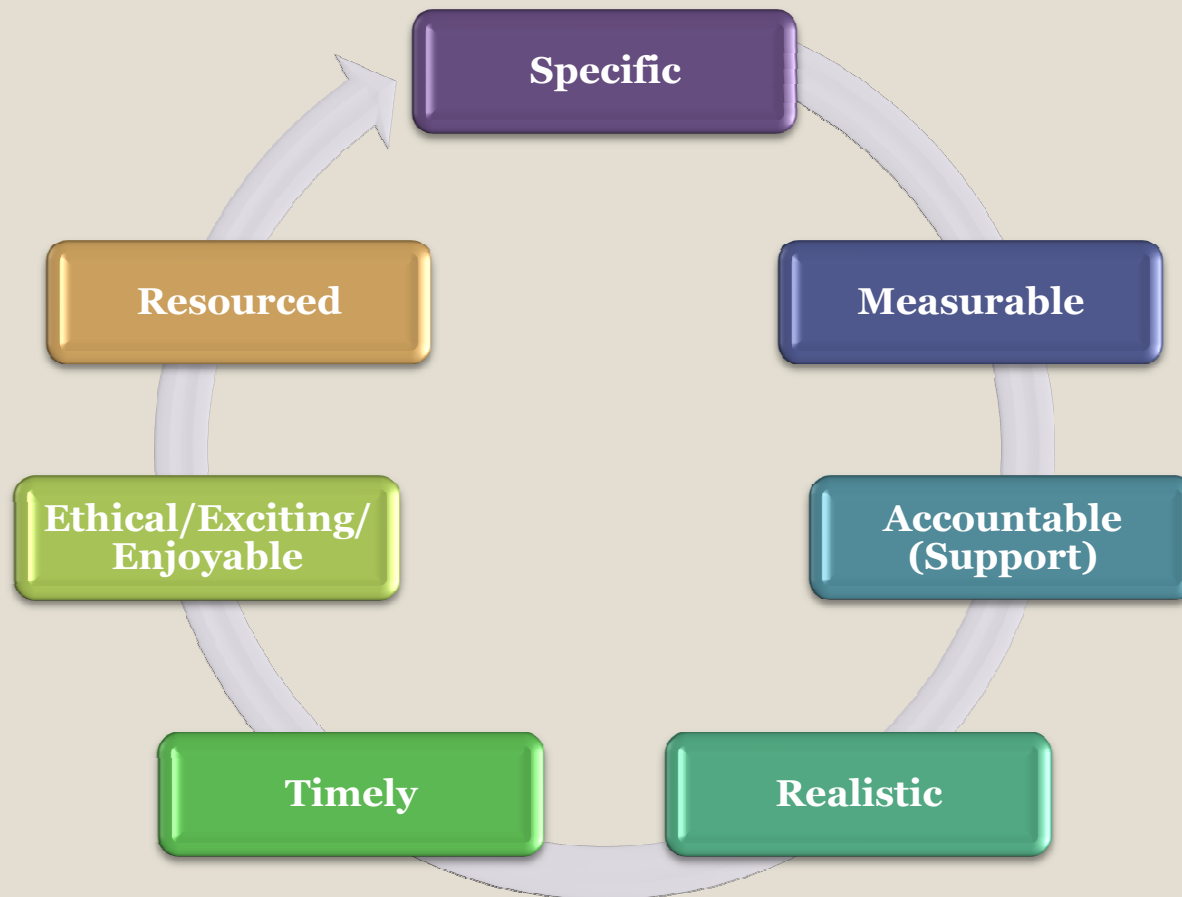
<http://www.information-management.com/issues/20040701/1005673-1.html>



SMARTER Goals



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Lay Out Time Frames



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- It is critical to have a defined time frame to complete your goals
 - Balance realistic with aggressive to battle procrastination



Examples:

- Habits (3-6 weeks*)
- Skills (1000+ hours)
- Outcome Goals (long journey)
- Specific Goal (vary)



Avoiding Procrastination



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- Why do we put things off?
 - Lack of focus/sacrifice
 - Fear of failure/success
 - Difficulty starting
 - Personality matters
- Overcoming Procrastination
 - Establish rewards
 - Remember your mission
 - Day by day
 - Find a mentor/coach
- No Magic. “Just Do It!”

*“Go to the ant,
you sluggard;
consider its ways
and be wise!
It has no commander,
no overseer or ruler,
yet it stores its
provisions in summer
and gathers its food
at harvest.”
– Proverbs 6:6-8*



There Will Be “The Dip”



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- Read “The Dip” by Seth Godin
 - Dips: get better if you push through
 - Cul-de-sacs: never get better
 - Knowing when to quit is key...winners know

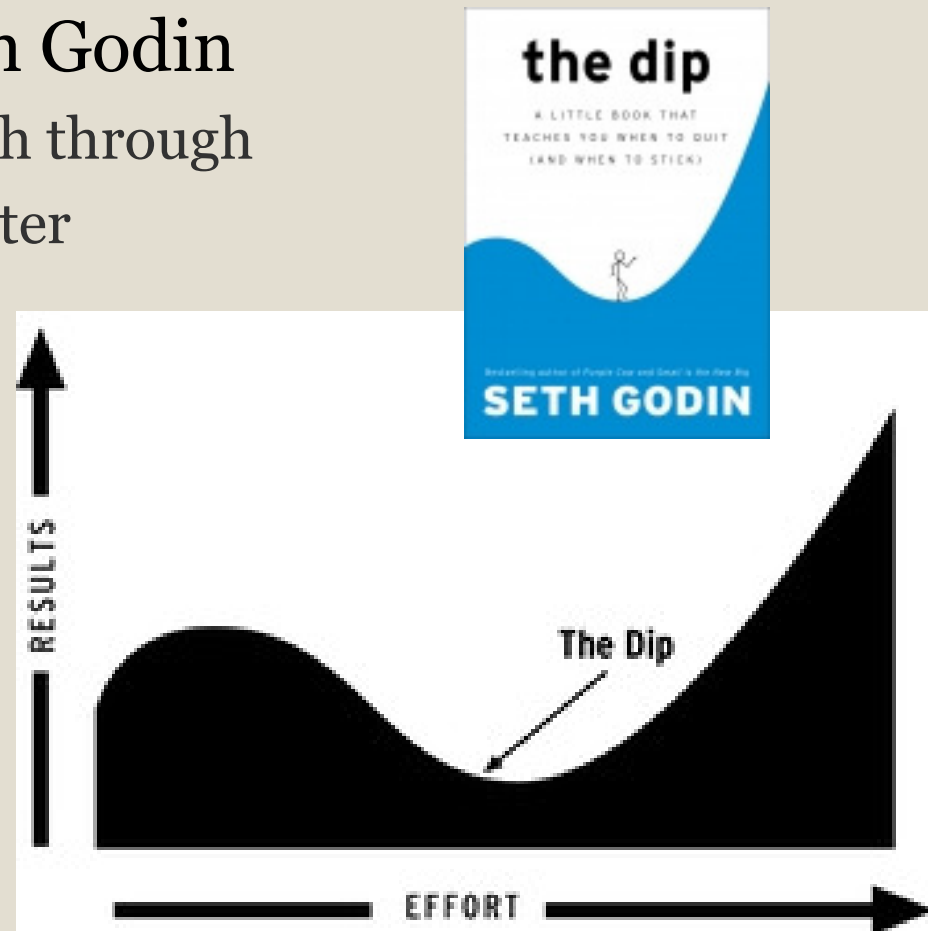


Image source: http://sethgodin.typepad.com/the_dip/2007/05/images_from_the.html

Casting an Action Plan

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The KEY to Goal Achievement



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**TAKE
ACTION!**



Achieving Goals



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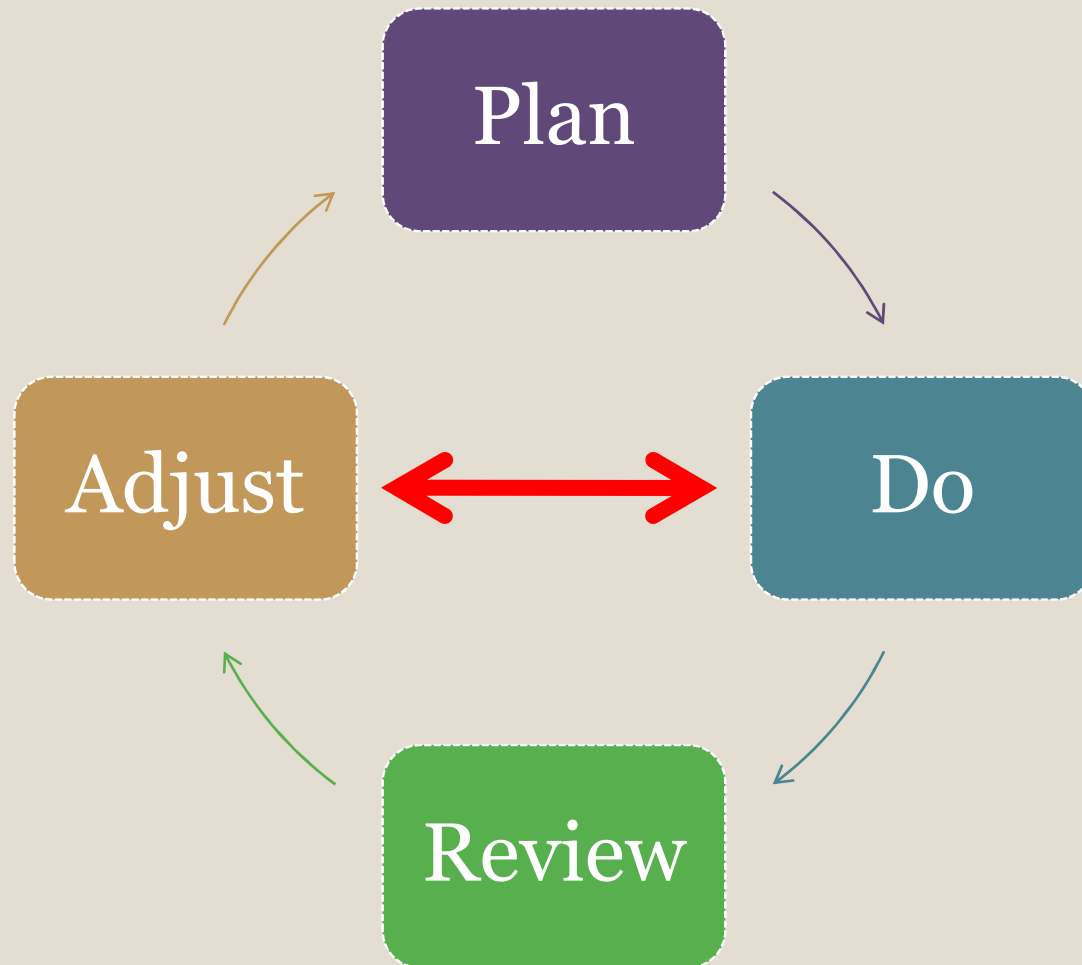
- There are many tools and methods available to help you achieve your goals, including:
 - Forms and Worksheets
 - Software and Online Tools
 - Coaching and Classes
- **Find what works for you!**
 - What works for one person may not work for another
- Remember that the **Principles don't change**



A Results Based Action Cycle



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Plan Your Actions



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- Use Tools like Victor's Goal Worksheet
 - Day Planner
 - Even To-Do Lists*



Goal-Setting Worksheet

Statement of goal: _____

Support Person/Persons: _____

Priority: _____

Term of goal: Short-term (within 3 months)
 Medium-term (within 3 years)
 Long-term (over 3 years)

Target date: _____

Life area: _____

Obstacles: _____

Solutions: _____

Action steps to achieve it: _____

Target date for step: _____

Reward for completing step: _____

Is this goal worth it to me? (circle) Yes No

What achieving this goal will mean to me: _____

Victor Encinas Coaching
"Prepares your mind for ACTION."
1 Peter 1:13





Plan Your Actions



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- Use Tools like Goal Victory to Get Organized

goal victory vencinas | logout

home **goals** people journal schedule coach

Project Goal Action Edit Delete
Goals

Sort Expand Collapse Edit
Goal List Categories

Name	Pri	Cat	Fav	Start Date	Due Date	%Complete	Est	Description
Projects								Goals shared with other Users
Goals								All User Goals
Actions								To Do Items (Action Items)

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Review Your Action Plan



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- You must monitor and review
- How will you measure progress?
 - Remember that the plan has been broken into smaller parts
- Is the timing right? Are you progressing/regressing?
- What has changed?
 - Facts, Circumstances, Assumptions

“But the man who looks intently into the perfect law that gives freedom, and continues to do this, not forgetting what he has heard, but doing it—he will be blessed in what he does.”

— James 1:25

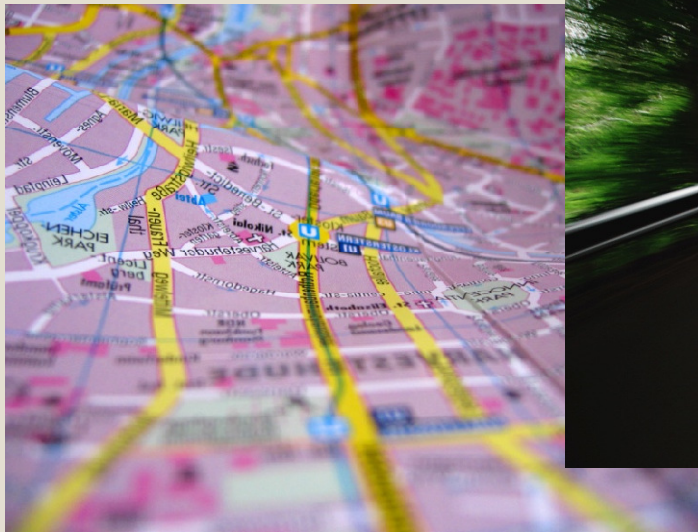


Adjust Your Action Plan



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- There are no perfect plans
- Many variables are beyond your control/imagination
- Course correction cannot be avoided
- Stay focused on the mission, the end result



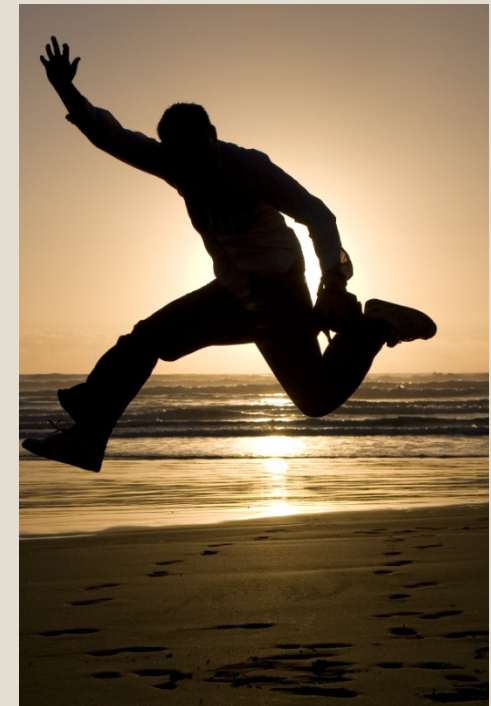


Goal Success! Now What?



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- What do you do once you achieve a goal?
 - Recognize your accomplishment and celebrate appropriately
 - ✦ **Big goals deserve a big celebration!**
 - Journal the journey
 - ✦ Relive the steps it took to get there
 - ✦ Documentation will reinforce good habits
 - ✦ It will encourage future goals and help through struggle/doubt





Goal Failure! Now What?



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- What do you do when you fail to achieve a your goal?
 - Conduct an autopsy
 - ✦ Retrace your steps and plan...where were the critical fractures?
 - ✦ Why did you fail?
 - ✦ What are your lessons learned?
 - ✦ What will you do different in the future?
 - Give Up or Try Again?
 - ✦ Giving up is not always bad
 - Take time to mourn if needed
 - Realize you are free to go in new directions
 - ✦ Trying again with lessons learned increases your chances
 - Doing the same thing will get the same results...decide what to do differently



Summary

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UNDERSTAND WHO YOU ARE
– DISCOVER –

CREATE A VISION
– DEFINE –

LAUNCH YOUR GOALS
– PREPARE –

CAST AN ACTION PLAN
– ACT –





Free Resources



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- Victor's Goal Worksheet
 - Covers all major goal areas
 - Assists in making your goals SMARTER
- James' Excel Budget Template
 - For the serious nerd-types
- *The Art of Intentionality* by Kent Julian
 - Sign up for the Live It Forward Newsletter at <http://www.liveitforward.com>
- Mind Map Worksheet

Go to the Resources tab at GoalVictory.com



Goal Victory 2010 Seminar



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- Join us in January for a life transforming series on goals
 - Approximately 6 hours of instruction in three sessions
 - MP3's, presentations and worksheets
 - DISC Personality Profiles
 - Sneak Peak at Goal Victory Goal Software
- Session Schedule:
 - Jan 13 – Your Personality and Your Goals
 - Jan 20 – Evaluating Goals and Overcoming Setbacks
 - Jan 27 – How to Set Goals and Tools/Methods
 - Bonus – Kick Start Your Goals Interactive Coaching Session



Goal Victory 2010 Seminar



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Premium Package

- MP3 & PDF of All Three Sessions
- All GoalVictory Worksheets
- DISC Profile Included
- 12 month Membership Access to Goal Victory Software upon launch
- Bonus Q&A Kick Start Session

Only \$149

Advanced Package

- MP3 & PDF of All Three Sessions
- Additional Goal Victory Worksheets
- DISC Profile Included
- 3 month Trial Access to Goal Victory Software upon launch

Only \$99

Basic Package

- MP3 & PDF of All Three Sessions
- Basic Goal Victory Worksheets

Only \$49

- Visit GoalVictory.com to register!
 - **10% Discount until January 1st, 2010**



Our Coaches, Mentors & Friends



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- Kevin Miller's Free Agent Academy –
<http://www.FreeAgentAcademy.com>
- Dan Miller's ([48Days.com](http://www.48Days.com)) NMM Cruise -
<http://www.NoMoreMondaysCruise.com>



**Just say
Victor & James sent you!**



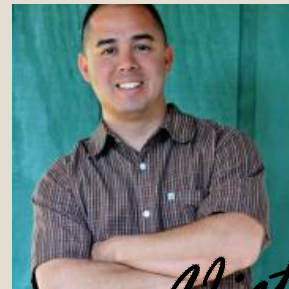
Thank You for Joining Us!



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Go Make 2010
Your Best
Year Yet!



Victor



James