

12 Steps to Success

Combine the power of your super-conscious mind with a proven method of goal setting to create success for yourself. "Character" has been described as the "ability to carry through with the resolution after the mood in which the resolution was made has passed."

A proven systematic method will maximize your goal setting ability. You can apply this simple 12-step process over and over again to attain any goal. It includes tips from Brian Tracy, Napoleon Hill and others who have achieved great success in their own lives and have taught thousands of companies and individuals to successfully achieve objectives.

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1. Desire – Your desire is the force that enables you to begin and successfully attain your goal. Desire is personal. Make sure that your goals are things you want and not someone else's good idea for you. Make a list of your most important dreams, desires, and projects in personal and professional areas of your life. Think only about what you want and *do not worry about limitations at this point – just let the dreamer part of you take over.*

2. Belief – To access your super-conscious capabilities, you must believe that it is possible to achieve your goal and have the faith that you deserve the benefits. Make sure your goals are realistic and believable for you. Your belief will help you to create and maintain a Positive Mental Attitude - a knowing that you will reach your goal. Create visions of your success.

3. WRITE IT DOWN – Goals that are not in writing are not goals at all and could end up as discarded wishes. When you write it down, you take it out of the air and make it real. Write it out in great detail without any concern about how you will achieve it. Just be sure that it is what you want – in every detail. Then begin to think about them all the time.

4. List all of the positive effects and benefits you will enjoy from reaching each goal. The longer the list, the more determined and unstoppable you will be. Keep your desire at a high level by continually reminding yourself of all the benefits you will enjoy. Have 20, 30 or even better - 50 reasons for reaching your goal.

5. Establish your starting point in writing. If you want to lose weight; document your starting weight. If you want to increase your net worth; document your current net worth. If you are improving your performance in relationships or sports, clarify your current situation. The more clarity you have about where you

are coming from – the more surely you can map your path to your desired destination.

6. Set target dates on tangible goals. Give yourself a date for reaching your goal. Be as realistic as you can and if you don't make it by that time, just set another target date and keep going. There are no unrealistic goals – only unrealistic deadlines.

7. Make a list of all the obstacles that stand between you and your goal. If there are no obstacles, it may not be a goal at all but merely an activity. What is the biggest single obstacle between you and your goal? Start with that one which must be removed before overcoming the smaller obstacles. Obstacles can be internal or external. Overcome an internal block by developing a new skill or enhance a personality trait. An external obstacle may require that you change jobs or industries.

8. Identify the information you will need in order to achieve your goal. The most successful people have more information. Do you need a core skill or can you hire someone with the knowledge you require?

9. List the people, groups, or organizations whose help or support you will need. Working in a harmonious exchange with others can help everyone to achieve their goals.

10. Make a PLAN. Ask Yourself "If it is possible to achieve this dream or goal, how shall I go about it? What is the first step necessary and the subsequent steps?" Write each step or task in order of priority. "Chunk" the larger goals down into steps and tasks for short-term achievement so that you can measure your progress with small milestones along the way. Expect to adjust your plan to accommodate new information and handle unexpected roadblocks.

11. NEVER GIVE UP. As long as you keep going in the direction of your goal – even though your path will zig and zag, you WILL get there. The only way you can fail is to give up. Any thought you can hold continuously in your conscious mind whether positive or negative must and will be brought into reality by the super-conscious mind.

12. Use the CAT (Continual Action Technique). Move progressively step by step toward your goal. Review your goals every day and do something major or minor to move closer to them. Make sure that each day is marked by an achievement of some kind to maintain your momentum.

13. Bonus Step. What ever you want in your life... help others to get it, even your so called competition. Work in cooperation, not in competition.