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It Takes More Than Commitment to **ACHIEVE YOUR TRUE GOALS**

by Wanda Craig

A manager once told me that people who do not set goals, work for those who do. I am not sure this statement is totally accurate, but the fact that I remembered it for fifteen years says something of its wisdom. What I have also learned is that it takes more than just goal-setting, no matter how committed you are. The key is in setting the right goals that reflect your true wants, needs, and values.

As a corporate coach and veteran goal-setter, I am constantly setting goals or helping others achieve their own. Several years ago, I started using a new process that improved the quality of my goals and helped me achieve them consistently. Previously, I was focusing too much energy on achieving the goals, when what I really needed to do was create the right goals that energized me. The process I began using comes from Lynn Grabhorn's book, *Excuse Me Your Life Is Waiting*. It is a four-step process that is shown here.

Write down what you don't want

Begin by writing down what you don't want. For example, "I don't

want to be fat, or, "I don't want to be poor." The reason for this step being so important is that many of our goals are negative, and you are less likely to achieve negative goals. The common goals, "I want to make more money," or "I want to lose weight," are negative goals because they focus on not having enough money or on being overweight.

The key in this step is that energy comes from thought. Negative goals produce negative thoughts. In order to make your goals positive rather than negative, follow the next step.

Turn your negative goal into a positive statement

The negative goal is "I don't want to be fat." Change this to the positive,

"I want to be 10 pounds lighter." One way to truly understand your true goal is by doing the "Ask Why" exercise. If you say, "I want to weigh 120," ask yourself why this is important. You may say, "Because I want to be slim and attractive." Why? You might add, "My appearance is important to me." Why is that important? You might say, "I want to feel good about myself." Why? "I like feeling good." Why? "I enjoy feeling healthy." Why? Maybe your final answer would be, "I want to be healthy so that I can enjoy a good quality of life and take care of my family." Asking "why" until you have nowhere else to go, you will reach the real goal. You want to be healthy. If looking slimmer

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energized you, you have achieved it. This step is good for ferreting out those persistent, but never-achieved goals.

This step also helps you align your goals with your values. Asking “why” repeatedly will assist you in finding what is truly important to you, and is another way of defining your values.

Most people stop at this point and go about achieving the goal, which is why many people will never achieve them. The next two steps are critical in the process.

When you can feel it, you can achieve it

In this critical step, engage all senses you can to visualize. To have what your heart desires, it is essential to find a way to feel good, really good about the goal before you even achieve it. If your goal is to be healthy, imagine yourself feeling lighter and healthier. Imagine your family thanking you for your healthy vitality. Visualize looking into your mirror and seeing how healthy you look. Try to imagine feeling slim. If you’ve been overweight for a while, this may be challenging, but keep trying.

People have different sensory preferences. Some people automatically hear sounds or words in their visualization. Others have a strong visual image. Push yourself to engage more than your preferred sense and to engage as many senses as possible. If you are unable to

sense your goal on many levels, it is possible you will not achieve the goal. The goal has to become embedded in your sensory memory to create the energy to pull you forward.

This step also helps you define success. Have you ever achieved a goal yet felt unfulfilled? It may have been because you had not clearly defined what success would feel like. By engaging the senses in this step, you fully define and feel success before it happens; making it more likely that you will work to fully achieve that feeling.

Intend that you will achieve your goal

Once you’ve identified what you really want, you must intend for it to happen. Intending is not wishing for it, longing for it, or getting discouraged about it. Intending means that it will happen. Be very clear with yourself that you intend this goal to happen. If the intention is weak at first, pretend that you believe the goal will be achieved. Keep affirming your intention until you are no longer pretending.

This step may also surface a self-imposed barrier. If your intention is weak, then complete the “Ask Why” exercise again until you get to the basis of your stumbling block.

Taken alone, the intentions for your goal to happen might be mistaken for just being committed. You can commit to achieving a goal without committing to the goal

itself. If you fall into that trap, you will have a momentary sense of feeling good because you met your commitment, but a hollow feeling about the goal. Having a clear intention about what you want to happen is much more powerful than simply making a commitment to yourself.

It takes all four steps combined to make the process work. Do not expect consistent results unless all four steps are used. Using the four-step process above, I have lost weight, increased my income, and achieved many other goals. This process has helped my clients resolve conflicts and grow their businesses for example. One of my clients used the process to increase her Real Estate sales. Another client used this process to manager her career.

The beauty of this process is that it is flexible enough to use for any goal and powerful enough to deliver results.

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