



# Personal Goal Setting

by David Koutsoukis

Successful people set goals. People who have their goals written down or in the form of pictures are much more likely to achieve them than those who don't.

A very common formula for setting goals is known as SMART goal setting. Make sure your goals are:

- Specific
- Measurable
- Achievable
- Relevant
- Time-framed

Napoleon Hill once said, "Whatever the mind of man can conceive and believe, it can achieve", so be realistic, but don't be too limited in your expectations, and remember... "If you aim for the stars you'll land somewhere amongst them."

## 'I will' Statements

Start your SMART goals with 'I will'. For example, 'I will do 4 placements a month by December 31 2015'. This is a powerful strategy to affirm your commitment to the goal and help you develop the belief that you will achieve it.

**Short term goals** – what three key goals you would like to achieve in the next 12 months?

S1. I will \_\_\_\_\_

S2. I will \_\_\_\_\_

S3. I will \_\_\_\_\_

**Short term goals** – what three key goals you would like to achieve in the 3-5 years?

M1. I will \_\_\_\_\_

M2. I will \_\_\_\_\_

M3. I will \_\_\_\_\_

**Short term goals** – what three key goals you would like to achieve in the next 5+ years?

L1. I will \_\_\_\_\_

L2. I will \_\_\_\_\_

L3. I will \_\_\_\_\_

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