

Goals Create the Future

I've been fortunate to be able to attend three goal-setting classes with some of the masters, Jim Rohn, Brian Tracy and Zig Ziglar. They have all been very effective and profound for me. When I was really struggling with success in network marketing, I did what has always worked for me. I stopped everything and began working on myself. I took Zig Ziglars book, Over The Top and went to the beach by myself for a long weekend. I read that book from cover to cover and got a pencil and yellow legal pad out and did *EVERYTHING* he said to do in his chapter on goal setting. It was harder than I ever imagined. I really had to think and ponder and feel but I did it and I still have those yellow legal pads in my office to remind me of how specific goals can create specific actions that can create specific results. I have a quote in the front of Zig's book, Network Marketing For Dummies that says, *"When I committed to following the goals program in Zig's book Over The Top, I went from wishing and hoping to a focused activity that started making my dreams come true. The steps are simple and they give you laser focus. Thanks, Zig."* And boy do I mean that, thanks Zig. If it weren't for coaches and mentors and teachers and me being so hungry and determined to learn and grow and get better, I would not have had the opportunity to experience the joys of succeeding, overcoming obstacles and improving my life.

Jim Rohn was my first major mentor. I have been a serious student of his since 1997. He is responsible for my "non surgical lobotomy" when I attended his 2-day seminar in Dallas, TX, in February 1997. I have barely touched the surface of grasping his vast wisdom of personal and business philosophy but what I have learned has been life changing for me. He got my attention about goals on that day in Dallas as I went through his goals program. Although it is impossible to share his style of goal setting here, I want to share his "set" up for the importance of goal setting and how it can change your future like it did mine.

- The Promise of the Future is an Awesome Force
- For Every Promise There is a Price to Pay
- If the Promise is Clear.....The Price Is Easy.
- If The Promise is Worth It, The Payment Is No Problem
- **WE ARE RELUCTANT TO PAY FOR WHAT WE CANNOT SEE.** We must be able to see the future. It must be planned, designed and described. How? **GOALS**.....continue with Getting Started with Goal Setting.