

Your Key Goals to Success

By Peter Johnson of ‘Time Retrievers’

Peter warns not to have too many goals; he thinks five major goals per year are sufficient. But he also warns that they must be written down and visited regularly.

He believes we should be setting goals **SMARTER**:-

Specific
Measurable
Achievable
Realistic
Timeframe
Extend yourself
Reward yourself

This means that you have to ensure that your goals are specific e.g. do not say you want to make more money next month – specify how much. You must be able to measure your success – keep records, make graphs and/or charts. Make sure that you can reach your goals; they must be both achievable and realistic – saying you want to make \$100,000 dollars in a year may just not be achievable - \$50,000 may be closer to the mark.

Set your goals to a time frame. Without specified time in which you need to achieve your goals may mean that you do not focus on them. You need to extend yourself and be constantly in a state of learning new skills and ideas – you need to step outside your comfort zone. Once a goal is achieved don't forget to reward yourself. It may be a night out or a weekend away – just do something special.

Peter also pointed out how very important it is to have a revenue budget and keep a track on the activities that are meant to create an income from. You need to be very focussed (like when you plan your wedding – nothing takes your mind of reaching that goal in a specified time frame).and to help relieve stress (and sleepless nights) plan your day the night before. A written plan does put your mind at rest.

Finally Peter believes that achieving your financial goals is the key to succeeding with other goals in your business.

Peter has a book and CD available and you can go to his website and fill in the opt in box, but in the message box write *“I would like the book and CD that you mentioned in your tele-interview with Barbara Gabogrecan”*.

www.timeretrievers.com.au