

# RESOLVE TO REACH YOUR GOAL(S)



By Barry Simon, et. al.

Goal setting is making a time schedule and developing methods to turn the desires of your heart into reality. For those of you who have never set a goal in your business, you are living beneath your potential as a Datamax Inc. employee.

The only way to take full advantage of the Datamax opportunity, or any opportunity, is to stake out your claim. Oh yes, I have heard it said, I have set a goal, but I can't live with the tension, anxiety, fear of failure, etc., that comes with setting goals. Goals give meaning to your life and a life without goals is nothing but boredom. Regardless of your station in life, with a goal you can become the master of your circumstances rather than the victim.

You have heard the statement, I would rather attempt to do something great and fail than to attempt nothing and succeed. It is a lack of a goal that should be feared rather than missing the target. I don't have a magic wand or a fantastic new discovery to share with you in getting yourself goal oriented. I do have a few basic qualities that you should develop in order to make your dreams come true. If you will sincerely incorporate these qualities into your everyday living, then wonderful things will begin to happen to you.

## RESOLVE (DECIDE)

Imagination is the key here. Begin to build your dream in your mind. Write your goal down on paper. Make your goal realistic yet aim high enough that you will have to stretch to reach it. Whatever your goals, make your plan on how you are going to reach them, but don't limit yourself to just one route. Instead, plan several ways to conceivably reach your destination. Human factors and the unpredictability of life may force you to make detours or even take a temporary step backward. The whole idea is that if you have another track on which to jump, then adversities will not trouble you. In making your plans, be sure to have a definite arrival date and plan to keep on your schedule.

You will need to narrow your major goals down into several smaller goals. These short-range goals work as confidence builders. They will help you to conquer any situation. Every week resolve to top your last week's total numbers and results, etc.. Do everything that will keep you going toward your main goals. Each of you can beat your own average.

When you have come about half way in reaching your goal, then set another. The idea is to never let your goal catch up with you or you could become like Alexander the Great, weeping because there are no more worlds to conquer.

## DETERMINATION

This means total commitment to your goal. Let me assure you that unless you are willing to really commit yourself to your goal, you will probably fail.

Determination helps us to see our problems as opportunities. Many of our unsolved problems are simply tremendous opportunities in hiding. If you are going to work toward a goal, then expect your share of problems, but don't panic. Problems are guide lines, not stop signs.

## PERSEVERANCE

This is your follow through ability ... Your today not tomorrow . It helps you to keep your eyes on the target. You will become weary at times, but perseverance will pull you through. This is the quality needed to avoid weakness once your goal is set into motion.

## ESTABLISHING PRIORITIES

This is difficult for most of us to practice as it takes discipline, but I feel that it is the heartbeat of success. In setting your goals, be sure to count the cost. You will often times have to forfeit certain things in pursuit of your goals. You must decide where to put your values. Your success depends on how well you play the game of priorities.

## ACTION

As J.C. Penney once said, The hardest part of any job is getting started. The odds are in your favor if you will put action behind your well laid plan. But be careful not to confuse mere activity with true action. You can put in a lot of miles running in place, but you stop right where you started. I believe that the secret to constructive action is placing a value on your time. Learn to balance and budget your time ... treat it as if it were gold. We have heard that 1110th hour is worth one dreamy day. Allow yourself enough time to properly do each job. But don't be afraid to delegate authority or to hire help when necessary. Most important of all, remember that delays will come, but don't be discouraged.

Now, tie these basic qualities with enthusiasm and a positive mental attitude and you are sure to succeed! Enthusiasm is the most powerful tool you have. Enthusiasm is not necessarily synonymous with loudness or a lot of motion. It is the inner enthusiasm that gives a lasting effect to all you come in contact with. Enthusiasm keeps you fighting and winning over problems.

A positive mental attitude is also important. It doesn't blot out the negative things in our lives, but it does allow us to dwell on the positive. With a positive mental attitude, you look for the best in everything and everyone.

Follow these basic rules to goal setting and success will surely be yours. Let me challenge you to see how far ... think big ... aim high, and dare to set a goal.

Whatever we vividly imagine, ardently desire, sincerely believe, and enthusiastically act upon must inevitably come to pass.

# GOALS

MY ROAD MAP ... TO TAKE ME WHERE I WANT TO GO!!!

I. My Three Main Datamax Inc. goals for \_\_\_\_\_ (year) are:

- 1. \_\_\_\_\_
- 2. \_\_\_\_\_
- 3. \_\_\_\_\_

II. My First Goal of \_\_\_\_\_ I resolve to take the following ACTION:

- a. Daily I WILL \_\_\_\_\_
- b. Weekly I WILL \_\_\_\_\_
- c. Monthly I WILL \_\_\_\_\_

III. My Second Goal of \_\_\_\_\_ I resolve to take the following ACTION:

- a. Daily I WILL \_\_\_\_\_
- b. Weekly I WILL \_\_\_\_\_
- c. Monthly I WILL \_\_\_\_\_

IV. My Third Goal of \_\_\_\_\_ I resolve to take the following ACTION:

- a. Daily I WILL \_\_\_\_\_
- b. Weekly I WILL \_\_\_\_\_
- c. Monthly I WILL \_\_\_\_\_

Realizing that I cannot always control the results of my actions, I will put the emphasis on effort expended. Beginning with one step at a time, I will accomplish my DAILY GOALS and remember to reward myself as I go along for each successful accomplishment!

I will ALWAYS keep sight of my LONG RANGE GOALS by constantly VISUALIZING myself as already having attained them. One way that I could do this is by speaking them out loud at least three times a day and by holding a mental picture of my SUCCESS, and by putting pictures up in my home and office where I can always see them. Another way is

to write them down in my private notebook (or iPhone/iPad), which I will carry with me, looking at it as often as possible during the day.

I must CONSTANTLY reinforce my POSITIVE ATTITUDE by being around POSITIVE people who have my best interests at heart, by exposing myself to POSITIVE BOOKS and THOUGHTS.

MY RESOLUTION & PROMISE TO MYSELF \_\_\_\_\_  
SIGNATURE/DATE