

Quality #2: Goals and Expectations

Planning and Goal Setting

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- **Listen to the audio – Planning & Goal Setting (44) minutes**
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Many teach that we should write down our goals and plans. This is a good idea. However, it may be interesting to know that many highly successful and abundant individuals do not need to write down their goals. Their goals are indelibly printed on their mind. Any recordation is simply for reference and is usually found in their personal journal. The experiences surrounding the establishment of a goal are often deeply personal.

Others can spend inordinate amounts of time detailing their goals. Make sure that written goals are not just another “to do” list - something else we must, should, have to, and need to do. Og states in Scroll IX, “My dreams are worthless, my plans are dust, my goals are impossible. All are of no value unless they are followed by action. I will act now.” He goes on to say that action is the tinder that ignites the paper – passion driven action, action born of vision. If the very act of writing down a goal is painful, arduous, boring, mundane, repetitious work, it may be an indicator that we are not writing in response to a clear vision.

When we discipline this sacred space of our mind to mentally rehearse, seek inspiration, explore, problem solve and plan and goal set, we will identify the ultimate dream and create a clear vision of all of the steps between where we are now and our dream. There will be purpose in each step, in each day’s actions.

Do we want our dreams to come true? If so, we will want our actions to be driven by passion. To ignite and/or sustain passion, where should we be focusing our time and energy today? What is the next step in bringing our dreams to fruition? Here is the most effective and sustainable planning and goal setting exercise. We will apply it to creating a committed relationship, creating a companion, creating a business and creating opportunity as an employee.

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Creating a loving relationship.

Establish the dream:

Close your eyes and go to age 85. Visualize where you will be. Experience your surroundings. Who is with you? How do you feel about this person?

If you are struggling, go back in time to the last time you fantasized about an exotic sports car, a gourmet kitchen, a pool overlooking the ocean and a life free of stress, pain and debt. Remember how it felt to finally be above all the craziness with the time and financial freedom desired. Visualization has less to do with seeing actual pictures and more to do with being in that place – in the experience.

Shift your focus from desiring to have things and focus on having a committed, deep and lasting relationship with a companion. Think about the years of sacrifice. Think about the love that has been cultivated and the trust that has been earned. Think about this being compounded over decades and culminating at this very moment in time. Let it unfold.

Look into your companion's eyes. Feel their heart. Look into their soul. Watch them breathe. Feel the gratitude for all the sacrifices. If you have never done this in reality or seldom do it, this could be an unusually poignant and tender moment, especially if you are a man who attempts to pretend not to have such feelings, or a woman who seldom experiences this from a companion. The Power that governs abundance may in fact be opening your heart and giving you an impression of what is possible with time and Intentional Creation.

Where are you?

What is the condition of your health?

What is the condition of your finances?

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Explore each. Considering what you desire, can assist you.

Do you have children, grandchildren or even great grandchildren?

If so, how often do they visit?

Why do they want to visit?

What have you done along the way to build this kind of a relationship?

Be open to impressions and inspiration.

What are some of your fondest memories from your life that have occurred from today's date to age 85?

Experience what some of these events might have been like.

When you are ready, come back to the present. Relationships like this do not just happen. They were intentionally created.

Ask yourself this question, *"What could I do on an annual, quarterly, monthly, weekly and daily basis to intentionally create and sustain this kind of relationship?"* Here are some ideas to get your creativity flowing.

Annually, plan one week for just the two of you. Stretch. What could you create? How can you create it? How will it serve your relationship? You are building a memory on which love can be sustained.

How could you show up in the planning and execution?

Would you step into your companion's world?

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Would you show up to laugh and love and serve?

Anyone asking, "But how do we pay for this?"

That is a great question. As ideas flow, you are creating a vision. When you feel excited about creating this vision in tangible reality, you will know that passion has just been ignited. You have just created an exciting reason to work a little harder during one of those times when you might have quit early. This passion will drive the needed action to bring your vision to fruition – and yes, to pay for it.

You now have two visions that can assist you in sustaining passion, one at 85 years of age and another a year from now.

Quarterly, plan a three-day retreat. There are three things we all need; someone to love, someone who loves us, and something to look forward to. Almost anyone can do what has to be done if they know when rest and connection is coming. This event does not need to be expensive it just needs to be scheduled and accomplished. Camp in a tent, if you must (some might prefer), but take time every quarter to gaze into each other's eyes and re-connect. We have already addressed financial costs. Perhaps you may ask about time. You will become increasingly productive and get more done in the time available when passion is driving your actions to create and execute a three-day retreat. Just think about all the time you will save by eliminating fantasy and catastrophe. Besides it is more fun to plan a retreat than torment yourself about something for which you have no or little control.

Monthly, spend a day together. What you do isn't as important as just doing it. Clear the calendar, put away the cell phone, turn off the computer this is a time 100% devoted to each other. Walk, talk, read to one another. Eat, curl up, take a nap, and give each other a foot massage and whatever else may be appropriate. If you are really brave, ask your partner what they would like to do and do that even if you don't care

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to do it. This time together can be some of the most tender and creative moments of your relationship. Earnestly ask, “What can I create?” “How can I create it?” “How will this serve?” Major productions can work, but often the simple moments built on service more than suffice.

Weekly, spend an evening together. This is non-negotiable especially if you have children at home. But whether or not there are children, you need to get away once a week for connection. Wives with children, your husband’s need you. Husbands with children, your wives need a break! Committed couples without children or grown children, there is too much that can happen in a week to pull you apart in different directions. You are saying to each other, “No matter what happens, on this night we will be together, free of interruptions, free to connect, to feel, to love. You matter more than all of this in our world.”

How familiar does this sound? You and your companion are about to engage in a non-planned date night. You both get in the car.

“Where do you want to go to eat?”

“I don’t know. What sounds good to you?”

“I don’t know. Want to see a movie after?”

“Sure.”

“What movie would you like to see?”

“I don’t know. What’s showing?”

Sounds more like two exhausted people in need of rest. If you have been here, be okay with it. Sometimes it can be like this. Just reach over and take your companion by the hand and say, “I am so glad to be here with you. That is the most important thing tonight. Let’s just shut out the noise of the world, be in the moment and have fun whatever it is that we do.”

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Daily, take a few minutes to connect with each other. Create daily traditions such as walking and talking, reading a chapter or two from a good book and praying together. Take a few minutes each day to intrinsically validate your companion by listening for doors, consciously stepping into their world and create a safe place for connection and healing. Consciously let go of the need to be right and find fault and to fix. Do little acts of kindness such as writing little notes or just holding each other a little longer than normal and whispering, “I love you” followed by a tender kiss.

Imagine having these calendar items on your schedule for the day.

Daily: “Intrinsically validate my companion.”

Weekly: “Plan Friday date night - something fun.”

Monthly: “All set, Sally watching kids. Only 10 days until Nirvana.”

Quarterly: “Call again to check availability of ____.”

Annually: “Begin planning tonight over dinner.”

Can you think of a single thing more important in a day than creating these moments and memories? If you connect on a daily basis, have a non-negotiable date night each week, invest an entire day in service to your companion on a monthly basis, get away every quarter for three days, and spend one week a year together and away from the world, what are the chances that you will keep challenges in proper perspective, respond with kindness and love, minimize those cold moments of silence, more quickly break through to the light of understanding, and eventually realize in tangible reality the relationship you dream about creating? Dreams do not just happen. Success does not just happen. Happiness does not just happen. They are all intentionally created.

It is time to create your plan...

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Creating a companion

If you are not in a relationship and want one, create it.

Visualize and identify the person with whom you would want to share your life.

Next, visualize and identified what this person would be looking for in a companion.

Examine and note any differences between this and your current thoughts, behavior and/or habits.

Focus on becoming this person. Avoid old deeply entrenched habits of thinking and acting. This may require significant sacrifices and lonely nights and long days but better lonely than in violation of your dream.

With a clear vision of the person you want as a companion and what that person will want in a companion, passion-driven, intentionally create this person in reality. You will become increasingly congruent with your dream and increasingly whole, complete and joyful.

The day will finally come. You will have acquired the ability equal to the opportunity and just like clockwork; the door of opportunity will open. The person of your dreams who has most likely been on a parallel journey steps into your life - instant soul mates. It will be as if you had known each other for a thousand years. This result is intentionally created.

Creating a business

Do you own a business or want to start one? No matter how emotionally attached we are to a business, it is a business and must charge for products or services and make margins or collect fees. However, business is about serving people - serving people well – while accounting properly, collecting fees that are fair and creating a worthy and thriving business.

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In today's business climate it may be best to focus our financial dreams on an annual schedule. Being flexible and fluid in today's economy, able to shift on a dime if needed to meet the ever-changing needs of your customer, seems to be a wise thing to consider. For this reason, we will apply the process of planning and goal setting to a single year.

How much money do you want to make in the next twelve months? Get clear. Be realistic. Write it down.

How many lives would you need to impact to create that revenue? Explore different scenarios to identify one that resonates. Get clear. Write it down.

Transition from money to people. From this moment forward and until your dream is realized you will never again think about the money and especially how you will spend it. Your sole focus will be finding these people. Get clear and make a solemn commitment to the Power that governs abundance that your greatest desire is to bless the lives of these people. This can be a difficult transition for some. It can be a basic paradigm shift.

Apply mental rehearsal. Much like you have fantasized with vividness, go into the future. Identify an event where you could be singularly recognized for your extraordinary accomplishments.

While in fantasy no one need tell you how the visualization will unfold because of a deep desire to have that thing and prematurely experience it. However now your desire is to find, serve and bless the lives of "x" number of people.

Close your eyes. Walk up on a stage. You are well prepared, complete with a well-designed PowerPoint presentation. You are a little nervous so you pause, take a deep breath and look out over the audience. You glance down at the front row and there they are – your people. A flood of emotion envelopes you as you instantly recall in one instant the time, hard work, focus, energy, concern and attention you have invested to find them and bless their lives.

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Each one of these extraordinary people has a unique story. Each meeting was a unique experience. You have sacrificed a great deal to find them and share your product or service with them. They have been extraordinarily brave. As you have served them, you have grown to love them. Can you see them?

You abandon your speech and just start talking about each of these individuals calling them by name and sharing how you found them, how you sold them, what a blessing each is in your life. They are friends for life.

If you are saying, “I never feel that way about others.” This may be a pivotal moment for you. If you are wondering if this is all craziness, know that the Power that governs abundance will join you in the rehearsal if your desire is to bless the lives of these people. It will manifest ideas, impressions and solutions to challenges if you are open to receive.

You may have heard a lot about the concept of receiving. Now you know what it is that you receive. You may have been expecting a tangible manifestation from your visualization. Now you know why you have been waiting so long in vain. The Power that governs abundance will manifest inspired ideas, impressions and solutions to challenges if our request is congruent with the laws that govern abundance. Be ready at this point to receive this inspiration.

Focus on how you have served these people. What did you say and do to gain their trust. What were they doing prior to meeting you? What details do you know about each of their lives? As you talk about each of these individuals, how are they responding? Any tears of joy? Are you feeling this joy?

You are receiving impressions, ideas, and solutions to challenges. Pay attention. Are you getting excited about these people? Are you getting excited to find them? If you are experiencing them as clearly as you experience a Ferrari, Learjet or a life free of stress, you will begin to feel passion being ignited. You will feel a fire in your belly – a burning desire to bring this joyful moment into tangible reality.

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Write a personal letter. Now you know the kind of person you are looking for. Now you know their hopes and dreams, pains and disappointments. Now you know what their families are like, the challenges they face, the places where they work and the kind of work they do. Begin by writing a letter to them. Pour out your heart about your desire to serve them. Tell them what you know about them. Tell them all about your products and services. Tell them about the benefits of working with you. Ask them what you would need to say to reach them and break through their skepticism and fear. Now sit back and be still. You have sent a question out into the universe that can be answered.

Trust the ideas, impressions and solutions that come. The Power that governs abundance communicates by manifesting ideas, impressions and solutions. Be open. Surrender. Trust. Listen and record what comes.

Let's pause for a moment because it is highly likely that you may be experiencing some confusion or doubt. You may be questioning how this works or if it works at all. When in fantasy we are so intently focused on the future event that everything unfolds effortlessly. We can even believe that somehow magically, that which we visualize will manifest in tangible reality.

There is just enough truth to this millionaire magic doctrine that we may have engaged in this practice but without receiving the desired results. Some well-intentioned teachers may have even taught you that you must let go of scarcity, unworthiness and self-doubt and believe that you are "worthy to receive." Yet it still didn't come. What is wrong? Why is it not working? Is there something wrong with you? Is there a Power that will manifest? The answer is, "Yes." What it manifests and how it manifests is what we are currently exploring.

This is not entirely new; it is just the correct application of your gift to visualize. With the same desire you wanted this Power to manifest a Lamborghini, desire for the manifestation of ideas, impressions and solutions that will bless the lives of others. Ask this question and you will receive – ideas, impression and solutions! That is what this power manifests at this stage of the creation process. If it just manifested the

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Lamborghini, you would be robbed of the need for involvement, passion, action, investment, sense of accomplishment and eventually joy. Be at peace and receive.

One more comment on impressions. Impressions can feel like tangents. You might even ask, “What is this all about.” When you have asked for guidance and your mind wanders, follow it. It may be the Power that governs abundance attempting to give you an impression.

Create your monthly goal. To meet your annual goal, how many people will you need to find this month? Get clear. Write it down. Identify specific prospecting activities – newspaper or online ads, flyers, networking events, conferences, special promotions, unique activities, etc.

Begin identifying specific actions needed for each. For example writing an ad as discussed in the audio section on exploration. Assign that task to a specific week. Invest your mental time focusing, mentally rehearsing, seeking inspiration instead of fantasizing or catastrophizing. There are literally hours available in each day for the one who disciplines their mind to think constructively.

At high level ask, “What can I create?” “How can I create it?” “How will this serve others?” This process will assist you in identifying ideas that need further focus and attention. As you seek to serve others – the people you have already seen in your dream, you will receive ideas, impressions and solutions to challenges that will ignite your passion and sustain your effort. Consider this. An annual goal with a vision supported by a monthly goal with a vision and in each case a vision that is igniting passion.

Again this may seem like work. It may for a while until you become as addicted to passion and joy as you may have been to fantasy driven norepinephrine. Passion and joy are so much sweeter. In time you will discipline your mind to naturally support you in this creation process.

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Create your weekly plan, which is born out of your monthly plan. You will have a list of action items for the week. Assign them to specific days. If you have over-focused systemic thoughts, they may resist the discipline and structure needed to schedule and keep a schedule. Listen for these sabotaging thought processes and consciously make the decision to follow your plan regardless of the level of resistance. It can be very harsh for a while. If you experience this resistance, you have just met one of the enemies of success. We will discuss this at length in the Quality #4: Discipline and Structure.

For now, be valiant and fight by revisiting your annual goal. Visualize the people you will serve. Feel their lives being blessed by your efforts. Re-ignite your passion. Reflect on how your monthly and weekly goals will facilitate this reality. Ask the questions again, "What can I create?" "How can I create it?" "How will this serve?" The spark of a new idea, an impression or solution to a challenge will also re-ignite your passion. Remember why you are doing what you are doing. **Passion will sustain action and passion comes from inspired ideas, impressions and solutions to challenges!**

If you are not experiencing passion, it is an indication that fantasy and catastrophe want to edge their way back into your life. Pause and find a quiet place and visualize with more intent about the people you will serve and ways in which you can serve them. This is the secret to connecting with the Power that governs abundance and a request that never goes unanswered.

Create your daily plan.

You will want to start each day with some quiet time. You may want to rise early to accomplish this. During sleep our minds become clearer and we regain perspective. This is a sacred time for reflection and recommitment. This is the last time this day will ever happen. It is time to decide how you will invest it. As Og writes, "I will seal up its container of life so that not one drop spills upon the sand."

Start by getting clear about your dreams for the year, month and week. This is the "why" for taking action. Paper in hand, make a list of the important events, tasks,

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assignments, etc., for the day. You will want to transform this “to do” list into a creation list. A creation list is a statement of the things we want to, get to, and choose to proactively create in the limited time we have been given each day. It is important to note that rest is imperative – we are mere mortals. You will want to include intentional naps and playtime. Balance is essential to abundance.

When the list is complete, select the most important item. Ask the three questions, “What can I create?” “How can I create it?” “How will this serve?” Be still and ready to receive ideas, impressions and solutions to problems. The more successful you are at quieting your sabotaging thought processes, the clearer the inspiration. Write down key words from your impressions next to this item. For example, “Create connection, a safe place, open up, freely explore possibilities, identify elephants in the room (obstacles that would keep him or her from taking action), etc.”

Next explore how you can create this. Mentally rehearse the event. Be open to receiving. Remember the light switches and tomatoes story from the audio. Even though they were not used in the meeting, they served as a critical attitude adjuster in preparation for the meeting – an attitude that helped facilitate the desired outcome. Lastly consider how this will serve. Step into the world of each important person that will be in attendance. What do they need? What is important to them? How could you use your ideas to serve them? As these ideas, impressions and solutions manifest, passion will be ignited creating excitement to take it on and create something extraordinary.

There also may be weekly and monthly items on your daily list that are crying out for creative thought and consideration such as planning the Friday night date or a presentation in two days. Dedicate a few moments to visualize these events to initiate the process. It is not good to wait until the last minute. Seeking guidance on your time line may result in a grand disappointment.

End your session by reading from a good book. Feed your mind. At the end, make the commitment to continue the process by stating, “And if there is anyone I can serve,

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put them on my path and I will serve them.” As you launch into your day, keep the five mental creative processes alive. Each time you are tempted to fantasize or catastrophize, say (aloud if needed), “Not going there today! We are not going there today! I am staying in creation!”

Creating value as an employee

Some people do just enough to not get fired and are paid just enough to not quit. Some choose to blame bosses, managers, co-workers, even the owners for miserable working conditions, a lack of recognition and poor pay. One of the primary reasons for a person staying in an unpleasant job is the need for the health insurance, sad and energy draining scenarios.

Others step into the workplace and choose to create something very different. They are a breath of fresh air. They catch the vision of creating excellence in all that they do and understand that there is a direct relationship between how well they do a job and how they feel about themselves. They experience a sense of accomplishment, a renewal, growth, joy and have energy to spare.

They find good in everyone and everything. They choose to avoid gossip. They willingly take on tasks. They understand the relationship between the quality of work they do and the remuneration received. The wisest of all understand the relationship between the quality of what they do and the profitability of the company.

They work as if they own the place. They are conservative in their use of company assets from pencils to maintaining heavy equipment. They do not feel entitled; they instead choose to empower. They are givers and not takers.

They know that their mood is contagious and can negatively impact someone else. They would never knowingly bring Swine flu into the workplace and they would never knowingly bring an infectious bad attitude.

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These are the same people who have a fun and active life after work. They are still energized having not wasted energy complaining, criticizing and catastrophizing. They are a joy to be around and often gravitate to positions of responsibility. If you are an employee, strive to make yourself irreplaceable.

Do you ever find yourself spinning your wheels and just going through the motions?

Do you wish you could quit your job and fire your boss?

First, practice being your own boss within the confines of your current employment. Fall back in love with your job. Bring energy and creativity to the workplace. Bring a positive “can-do” attitude. Make a difference and without the need to be noticed. You will create miracles in your life and the greatest one of all is feeling better about yourself.

Use the same steps outlined for building a business. Set a realistic goal and focus on serving people. Do it long enough and you will discover one of two things. One, your concerns had more to do with the attitude brought to the workplace or two; you are working in the wrong place. Trust that most bosses notice when someone cares about what they do. If bosses don’t, owners will. The cream does rise to the top.

Are you thinking, “This is a little naïve.”? Is it? We challenge you to surrender and try it. Discover the joy that comes from doing a job well. You might even experience a financial reward.