



Goal Setting Advice by Brian Tracy

Summary of the video as seen on Evan Carmichael's channel:

<https://www.youtube.com/watch?v=VmihXD4HMNI>

1. Focus on 1 BIG goal

Brian Tracy says that in his years of interviewing highly successful people, the key to success was their focus on a single task, avoiding all other distractions.

- Write down 10 goals you have for this year.

- Which one or two of these are the most important to me? (It should jump out at you- in other words, will have the greatest positive impact). This is your number one goal and MAJOR DEFINITE PURPOSE.
- Transfer this goal onto a clean sheet of paper (see last page)
 - Write a deadline
 - List everything you could do to Achieve this goal
 - Organise this list sequentially (what to do first, then second, etc.)
 - Take action on this goal, every day, 7 days a week



ADVICE ON GOALSETTING

2. Use the three P's (Present; Positive; Personal)
 - Always write your goals in the *present tense*- as though you are already achieving them, because the subconscious has no concept of time.
 - Always make your goal statement *positive*, because the subconscious doesn't deal in negative affirmations
 - Always use the first person (*personal*) tense "I" because the subconscious only concerns itself with "me"
3. Structure your goals as questions. e.g. How can I earn 1 million dollars this year?
 - Write at least 20 answers. Often the last answer will be the breakthrough, because you have exhausted all the superficial answers and had to dig deep for the most creative ones at the end
4. Identify your limiting step
 - Often it will be your level of self confidence
 - Obstacles always lie in the mind of the individual
 - i. Accept complete responsibility for building your self confidence in a given area
 - ii. Accept that progress is possible, and only through dedicated personal development
 - iii. Set timelines and goals to address the limiting step / issues
5. When you have set your goal and steps, take action quickly. Studies show that the more time elapses after an idea, the less likely you will be to take action. Don't wait for the idea to be perfect, or the circumstances to be perfect. They never will.
6. Prepare in advance
 - Write a worklist every evening for what you will do the next day. Studies show that this alone help reduce insomnia
 - You can do the same every Sunday, for the next week; every end of month, and every quarter.
7. Reward yourself whenever you achieve a goal, or objective, no matter how small. It reinforces the behaviours you need to achieve future ones, making them stronger and more natural
8. When you begin a task, see it through to the end, without distractions. Task completion is the key to success
 - Brian Tracy gives the example of his wife calling him to dinner in 10 minutes time – so he asks himself what task he can complete in 10 minutes, and does that (rather than begin working on a longer task that he will need to interrupt)
 - Avoid distractions like social media, opening emails at random times of the day, or answering texts the second they arrive. Your task always comes first. Set those other activities at a set time as well, and no other

