

Chapter 5. Getting Clear on Your Wants



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GETTING CLEAR ON YOUR WANTS

NOW THAT I KNOW I CAN DO ANYTHING, HOW DO I KNOW WHAT TO DO?

“Cherish your visions; cherish your ideals; cherish the music that stirs in your heart, the beauty that forms in your mind, the loveliness that drapes your purest thoughts, for out of them will grow delightful conditions, all heavenly environment; of these if you but remain true to them, your world will at last be built.”

James Allen

Discover Your Reason for Being

“The functions of a soul are the exercise of choice, of refusal, of desire, of aversion, of preparation, of purpose, and of assent. Epictetus, Discourses

The grandest (not necessarily most difficult) aspect of knowing yourself is understanding your purpose in life. Do you have a clear sense of what that is? It will evolve throughout your life and may appear different to you at different ages or stages of growth. When you have a sense of the purpose of life in general – which has to do with enjoying your life, enjoying being alive, and expressing yourself -- you will develop a mission. Your individual mission will be based on knowing your purpose and knowing your skills and particular interests.

You may be the type of person for whom it doesn't matter precisely what their vocation or present job is, as long as you can do the job and feel satisfaction in doing it. You may find your way of fulfilling your real mission—for example, uplifting each person you meet in some small (or large) way—in any number of jobs or roles. In a sense, this can be true for all of us.

“The purpose of life is a life of purpose.”

— Robert Byrne

Or you may be like many others, who have some special talents and interests. You may sense, or know (perhaps without knowing how you know) that your mission is to give expression to that particular gift or set of natural abilities.

This will come out repeatedly in the various exercises in this “playbook” for the game of life. It may mean that you will be most satisfied and able to contribute most to the world by using your gifts on a full-time basis, and supporting yourself financially in that way.

Each of us is a genius in more than one way, but that genius might not be expressed fully, or even partially, in our paid work or business. Your genius may come out in how you touch peoples’ lives informally, how you express yourself through creating something in your spare time, etc.

Some people have started doing something they love as a hobby, and then have taken it to a part-time or even a full-time business. The Internet makes this especially feasible now, more than ever, although you will have to “do your homework” on how to make it work, as with any business.

Goals – Why Do They Work?

*“All that we are is the result of what we have thought.”
Buddha*

The beliefs of the authors, in broad, general terms, follow those of the great majority of the world—that there is an important level of reality that we only catch glimpses of in this life. It is a reality that seems to overlap our biological existence and is often labeled “spiritual” or “metaphysical” (meaning beyond the physical).

In recent years, we are observing a change in the American landscape, in terms of how this common belief is being integrated with our very scientific, “physical world” emphasis. Many serious researchers and thinkers are actively bringing together the two previously separate worldviews of *spirituality* (or religion) and *science* (in the sense of matter-only). Each of us actually does the same in our musings and our periodic struggles to understand who and what we are at core, and how the trappings around the core fit in.

If you have never been one to give much thought to issues like who you are and why you are here, we invite you to do so now. We believe the experience will be an enriching one.

Remember: the goals you set are in this world, but the power that allows you to accomplish them comes from a higher realm.

Setting Empowering Goals

“Each of us is born to shape a personal destiny. The depth and extent of that destiny are measured by the personal goals we set.”

Paul J. Meyer

The foundation has been laid to discover the necessary elements to manifest your Ultimate Destiny. You have identified what’s important to you, in both general, and specific ways. You’ve used your imagination to tap back into the exciting world of unlimited creativity that you once thrived on as a child. You took that creative imagination and used it to fuel the vision you have of yourself as you saw yourself achieving your Ultimate Destiny.

The next phase of manifesting your Ultimate Destiny calls for you to set goals that will deeply empower you toward your vision while keeping you moving forward and upward in an efficient and effective manner towards your goal.

Achieving your Ultimate Destiny takes another step toward becoming a reality when you identify the goals that will bring you closer to living the life you’ve dreamed about. Write these goals down and review them often.

“The significance of a man is not in what he attains but rather in what he longs to attain.”

—Kahlil Gibran

For goals to be an effective tool in reaching our potential and our dreams, they should be “SMART”: **Specific, Measurable, Achievable, Realistic, and Time-dated**. We will explain and give examples of this shortly and you will work with this in the later chapters covering each facet of fulfilling your Ultimate Destiny.

First, goals need to be written down, as you presumably have done, and regularly reviewed (daily is ideal) if they are to have much power. You may be able to remember and stay focused on one or two goals if they are unwritten, but most people can't. And you will probably soon have many more goals than you can easily manage by memory alone. By writing and reviewing them, you can work successfully on several goals at once.

It is good to start with long-range goals, for some areas, perhaps even beyond the 10 years we've suggested, and work your way back to closer goals, giving more detail to these. It's natural (and proper) to set an important goal for one year out. But the more meaningful goals are usually those we hope to accomplish within 90 days. That is the time-frame within which we do most of our planning, and psychologically, we can get excited about results in that period.

Next, your 90-day goals need to be broken down into monthly and then into weekly goals. Finally, plan each day so that your weekly goals can be reached.

One of the best time management adages I've ever heard is "Plan your day the day before, and plan your week the week before." It will probably take 10-15 minutes for the daily and around an hour for the weekly planning sessions. This is an investment that pays for itself many times over!

Although you may not fully know where you are headed, at least some of your goals can and should still be **Specific**. A vague

goal is “to have more money.” A Specific goal is, “to increase my monthly income from \$3,000 to \$4,000 by June 1,” or “to put \$100 every month into a savings account.” Make an effort to be as clear and specific as possible.

The goals above are **Measurable**. This makes it easier to track your results which you must do. You may also have goals that will not be as easily measurable. If you want to learn more about some topic for example, you might need steps like researching your overall topic, deciding on a focus, taking a course, reading, finding experts in that area, etc.

Journaling may help here, summarizing periodically what you’ve learned, how you intend to apply it, etc. Later review will help you see progress, whether it is for this type of issue, or any other.

A non-measurable goal is, “I want to get into better shape.” A measurable goal is, “I want to be able to do 10 push-ups without feeling like I’m going to die.”

Certain goals need not be as Attainable as others. It is actually good to have some goals that are a significant stretch, or even seem impossible to us from our current perspective. Such goals can help us, as long as we can at least imagine that something could change that would allow us to achieve them.

For example, it may not seem attainable right now to quit your and live off of passive income. But if that is part of your desired

outcome, keep it as one of your longer-term goals. You will eventually see a way to make it possible.

Some things are non-attainable. We cannot change the past. But we can change the way we feel about the past— and that is an attainable goal.

Realistic means that your goals are things that are *real* or actually important to you. Sometimes we take on goals from others' expectations of us. Goals should be your own, coming from your own desires and motivations. For example, if you set a mid- to long-range goal for a certain advancement in your career because you know it would please your spouse, other family or friends, but you don't REALLY love what you are doing, you are not likely to reach the goal. It might seem very attainable, but not be real (or realistic) for you.

Don't let others' ideas about what is realistic limit you. Your family might feel it's unrealistic for you to leave a successful career as a banker and go to medical school, but this is something you actually could attempt, and probably achieve.

Some goals are not realistic. Having plastic surgery to improve your appearance is realistic. Having plastic surgery so you can look like you're 18 again, once you're past 60, is not realistic.

Time-dated means that you want a goal accomplished by a certain date. You are going to push push – in a playful, effortless way to get it done by that time. In certain areas, such as finances, time-dating is more easily done and tracked than it would be in other, less

concrete areas such as relationships. But try to create time-frames wherever you can.

And don't get discouraged if you fall behind schedule. By keeping focused on your goals, despite discouragement or setbacks, and doing the other steps outlined here, you will reach your goals -- even if it takes longer than you'd hoped. You might also have goals that are ongoing, but need to be done on a regular basis, such as having a weekly "date night" with your spouse. This kind of goal helps ensure that you stay on the path.

Any goal you have that starts with "Some day ..." as in "Some day I hope to have/be/do something" is not time-dated. Set a goal to have or be or do that thing before your next birthday, and see how your motivation falls in line with that goal. The only way to get good at writing and reaching goals is to practice!

So don't worry about doing it "right." There is no definite right or wrong, although certain guidelines like those above have been well-proven, and tend to follow common sense. Through the exercises here, or independently, it is a good idea to prioritize and put the most time and planning effort into the most important goals (not necessarily the easiest ones, although getting a few easy victories is helpful).

Remember to focus mostly on the goals needing current action (usually the daily/weekly ones, followed by the monthly and 90-day goals).

The Proper Use of Goals

*“When you are accustomed to anything,
you are estranged from it.”*

George Cabot Lodge

You will need to figure out the best ways to make goals work for you. Some people are more naturally goal-oriented than others, and goals inspire them. For others, goals are more a mixed bag in that they can become frustrations or barriers instead of guides and inspirations. The research done on goals seems to be clear that having at least some written goals is very helpful and important.

The mere act of putting them on paper tends to sharpen and reinforce the goals that virtually everyone does have. In the broadest sense of the term, if we didn't have goals, there is almost nothing beyond simple biological functions that we'd get done. We might even say the hungry coyote has a “goal” to catch a rabbit.

However, you may find that you can have too many goals at once, or get too focused on making them happen, which is not what the approach here is about. Rather, we encourage you to clearly identify your passions and desires, declare them in written form (partially as goals), and take the sometimes effortless, sometimes challenging steps toward their realization, always with a sense of allowing and receiving them—not “causing” them to come about.

The best results come when we seek to move only after becoming clear that it is the right move, in alignment with our passions and established priorities. Then the actions will generally seem effortless, even if they are things we aren't accustomed to doing.

Another simple but powerful exercise to help create good goals or fulfill them is called *Mind/Heart Storming*. It is a solitary version of the commonly-used group brainstorming process.

As in the group process, you get creativity going by putting down every idea that comes to mind, no matter how extreme or silly sounding it might be, because it may lead to other ideas. Don't stop until you have at least twenty ideas on your list of possibilities.

The process works by accessing your subconscious mind for any ideas that are on the right track or even related to your dream, even though they may seem ridiculous to your conscious mind. Twenty should not be a minimum number of ideas, nor a limit — keep going as long as ideas are flowing. It's also possible that you may find a terrific idea or solution to a problem before getting to 20.

Self-Assessment #7: The Ultimate Destiny Mind/Heart Storming Process

This goal-planning process can also be completed as an independent exercise to set goals, regardless of what else you have done with prior exercises in this program. However, it is very useful as a supplement to the “What Is My Ultimate Destiny?” exercise at the end of Chapter 2 because it helps you rethink your goals for each area of life within time frames. It also helps you become more aware of opportunities for generating leverage and synergy by developing action plans that address multiple areas.

Step 1. List everything you could ever want to be, do, and have within the next ten years. Take as long as necessary to consider and list every possible tangible and intangible goal you could set.

MIND/HEART-STORMING LIST OF 20 IDEAS

Date: _____

Subject, Goal, or Question: _____

1. _____

2. _____

3. _____

4. _____

5. _____
6. _____
7. _____
8. _____
9. _____
10. _____
11. _____
12. _____
13. _____
14. _____
15. _____
16. _____
17. _____
18. _____
19. _____
20. _____

Step 2. Now look back over your completed list of possible goals and decide whether each thing you listed fits best as a goal for

1, 2, 3, 5, or 10 years and place that number by each item. The exact number of years is not critical, so place a 10 by all those things you believe might take the longest time to achieve.

Step 3. Review the numbers you have assigned to each goal to make sure you have a balance between short, medium and long range goals. If you have more short term goals (1 and 3 years) than long term goals (5 and 10 years), or vice versa, you may want to revise your estimated time frames, or add new items in those time frames where you do not have many goals.

Step 4. Select the top three or four goals in each time frame. For example, pick your top three 1-year goals, 2-year goals, etc. Use the Master Goals Form, found at the end of this chapter, to record your priorities.

Step 5. Write affirmation statements for each of these top priority goals. Affirmation statements should be written in positive, present tense language (I am ..., I have ..., etc.).

Step 6. Practice visualizing each goal and when you are finished visualizing, repeat your affirmations on a regular basis.

Step 7. Give yourself permission to See, Believe, and Achieve all you can be, do, and have. Gradually, sometimes more quickly, you will see your life becoming what you want it to be! When a door opens, walk through it. When opportunity comes your way, reach for it. When you see your Ultimate Destiny taking shape, Give Thanks!

Ultimate Destiny Discovery Exercise Form - for the area of life that you would like to explore in-depth. The boxes are big enough that you could possibly use them two or three times, simply using a different color ink so you can see which subjects and responses go together.

The area of life that is most important to me right now is:

What I don't want in this area of my life:

What I do want in this area of life:

What is the ultimate possibility in this area of my life?

How will I feel when I have all that I want in this area?

How can I nurture my heart's desires in this area?

What are at least two or three priority goals I will set for this area?

What challenges and obstacles might I have to overcome to realize my dreams and goals in this area?

Who might be willing to help me reach my goals by coaching me or mentoring me?

Who might be willing to be a cheerleader and support the direction I would like to go in?

What are at least two or three action steps I could take to reach my goals?

What are two or three positive, present-tense affirmations I can use to help me see and believe in my vision of how life could be?

What visual images or symbols come to mind that could be used to remind me to stay focused on my goals?

Ultimate Destiny Master Goals Form

Area of Life:

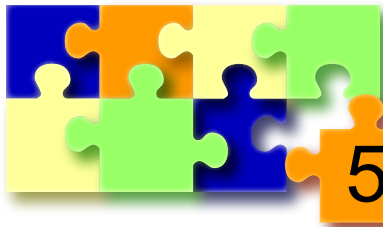
1-year Goals:

Area of Life:

3-year Goals:

Area of Life:

5-year Goals:



Chapter Summary

5

Get Clear on Your Wants

Ultimate Destiny Success Puzzle

"The purpose of life is a life of purpose."
— Robert Byrne

Heart / Mind Storming Process

1. List everything you could ever be, do, and have within the next ten years.
2. Look over your completed list of possible goals and decide whether they fit best as a goal for 1, 2, 3, 5 or 10 years and place that number by each item.
3. Review the numbers you have assigned to each goal to make sure you have a balance between short, medium and long range goals.
4. Select the top three or four goals in each time frame.
5. Write positive affirmation statements in the present tense for each of the top priority goals.

"When you develop yourself to the point where your belief in yourself is so strong that you know you can accomplish anything you put your mind to, your future will be unlimited."
— Brian Tracy

*Happiness
is not a
Destination
...It is a
Way of Life*

EyeFire

GOALS

To get started, you must first have a destination.

1. Discover your reason for being and take the time to investigate and understand your purpose in life.
2. Develop a mission based on knowing your purpose and knowing your skills and interests.
3. Set empowering goals and identify the goals that will bring you closer to living the life you've dreamed about. Write these goals down and review them often.
4. Effective goals should be "SMART": Specific, Measurable, Achievable, Realistic and Time-dated.
5. Meaningful goals are usually those set within a timeframe of 90 days as we can get excited about results in that period.
6. Plan your day the day before, and plan your week the week before.
7. The only way to get good at writing and reaching goals is to practice! So don't worry about doing it "right."
8. Prioritize and put the most time and planning effort into the most important goals.
9. Create good goals by Heart/Mind Storming.
10. Give yourself permission to See, Believe, and Achieve all you can be, do, and have.

Realize More of Your Potential, Fulfill Your Life Purpose and Co-create Your Ultimate Destiny!

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