



**TOPIC: GOAL SETTING AND STAYING ON TRACK**

**TITLE: SUCCESS HABITS FOR 2001**

"A journey of 1000 miles must begin with a single step" - Chinese proverb

It seems that as a new year approaches, we all get a renewed energy and focus. We're usually standing in a perspective filled with optimism about what is ahead, and we've put what's happened in the prior year behind. My mission today is to help you put the tools and supports in place to ensure this momentum continues and you create the results you desire for the long-term. This is the first of a series of newsletters focused on this mission.

The first place to start with is goals and visions. After all, if we don't have an idea of where we're going, we certainly don't have much of a chance of getting there. My last newsletter helped you reflect on 2000, and create a vision for yourself for the year ahead. Let's revisit these before we move any further:

What are your top three goals for 2001 in each of these areas?

Personal

- 1.
- 2.
- 3.

Career/Business

- 1.
- 2.
- 3.

On a scale of 1-10, how committed are you to achieving these goals?

*continued on next page*



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The first thing you can do to put yourself on a path to success is to create success habits around these goals. Success habits are the behaviors or actions you need to implement every day or every week to achieve this goal. They are your road map to success.

Defining your success habits is a simple process of breaking down your goals into behaviors and actions. Those behaviors and actions, if done consistently, will help you achieve the result you've outlined in your goal. For example, if your goal is to lose weight this year, a success habit might be exercising 3 times per week, or eating healthy (within a certain number of calories, fat content, etc.) everyday.

I'd like to spend a few minutes helping you develop your success habits for each of your goals. Let's start with your personal goals.

Goal	Success Habit
1.	1.
2.	2.
3.	3.

Now, let's move on to your business goals. Business success habits work the same way. If your goal is to increase sales by 15%, your success habit might be a certain number of sales calls per day, or doing a daily sales plan, or attending a certain number of networking events.

Let's define your success habits for your business goals.

Goal	Success Habit
1.	1.
2.	2.
3.	3.

My challenge for you this week is to create the success habits you're going to implement during this year. Look at all areas of your life: personal, business, financial, spiritual, and health/wellness and define 5-8 success habits for yourself. Once you've defined them, track them daily to measure your progress, and more importantly, their results.