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One Minute Ideas

Four Business Goal Categories

1. People Skills.
2. Productivity.
3. Sales/Influencing Skills.
4. Time Management.

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Achieving Potential

January 2012

Perhaps you have already reviewed what went right in 2011 as well as what you would have done differently. Taking lessons learned have you set new goals for 2012?

In addition to the information in this month's newsletter Join us in Mt. Kisco on January 18th to learn more. [REGISTER HERE](#)

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Setting Personal Goals: What Are Your Resolutions For The New Year?

*Are you thinking about setting your personal goals?
What are your resolutions for the New Year?*



This is an important time of year for you to take stock both personally and professionally to determine whether or not your life is on track. When was the last time you thought about your life goals? Are you on track to achieving those goals?

It is important not to consider your goals New Year's resolutions that you made on New Years Eve. Why? Well one very important reason is that it is never a good idea to make life-altering decisions under the influence of alcohol.

Rather, this should be a deliberate process taking take stock of your life, your success, and your failure. You should conduct a personal audit just as so many businesses do.

It is also important to have your goals clear in your mind so you can get right to work on them. You want to take full advantage of the New Year. Do not delay. Look ahead, plan ahead, and then take action.

It is important to have goals and dreams. They are what make a successful, happy life possible. But it is also important to re-evaluate

those goals from time to time, and it is extremely important to act upon those goals.

If you have not done so already, now is the time to set your personal goals and make your resolutions for the New Year and get your action plan in place this first week of the New Year.

Be A Juggernaut of Goal Achievement

Setting goals is one of the most important keys to achieving success. Studies have shown that the most successful people are the ones who have specific, written goals.

Setting a goal is not like a New Year's resolution. That is just a wish. Just wishing and hoping for something isn't going to make it happen. Setting a goal is having a target to shoot for and a plan to get there.



When planning your goals, choose which categories you would like for your goals. Establish the time frame. They could be lifetime goals, 10 year, 5 year, 1 year, 6 month, 3 month, 1 month, or weekly goals. Also you can have ongoing goals, such as exercising 3 to 5 times a week. Be specific when you write your goals. Don't just write down "I want to weigh less." Write "I will weigh 180 pounds by July 2012."

Make sure your goal statement is positive. Don't say, "I don't want to be fat." Say "I will be a healthy 130 pounds by May 2012." The achievement of a worthwhile goal can seem daunting at first. The easiest way to proceed is to break your goal down into smaller steps. Start with the first step then move onto the next. When making your plans, a good way is to start is from the end part and work your way to the present.

Measure your progress. After you complete a step, check it off! Watching steady progress is a good motivator. A simple example could be if your goal was to be able to do 100 continuous pushups, you could mark off the milestones of 25, 50, 75, 80, and finally 100!

Don't be discouraged by setbacks. All successful people experience setbacks, disappointments, and failure along the way. That's just part of the process. That's part of learning. Many times these act as course corrections to get you back on target.

There are several success principles used in goal achievement. One is properly programming your mind. You need to review your goal in the morning and at night before you go to bed. Have your goal written on a 3" x 5" card so you can review during the day. At night, ask your subconscious mind for solutions to problems and methods or tools for helping you achieve your goal.

Another important principle is that of persistence. No one has enjoyed great achievement without persistence.

Do something everyday towards your goal. A day's action puts you one step closer to your objective. Doing something everyday creates a momentum that is hard to stop.

When it comes to achieving your goals, you need to think of yourself as a huge, monolithic juggernaut! Moving relentlessly toward your

objective.

Unstoppable!

Portions: Resource Associates Corporation

**Join us on Wednesday, January 18, 2012
for a workshop to set yourself up for success this
year.**

The two-hour workshop will focus on

**How to Work at Peak Performance, Achieve Your
Goals,
and Get Great Results from Your Team.**

- A winning formula for success
- A simple 7 step process to reach all of your business and personal goals
- How you can learn more effectively and teach others for maximum retention

Space is limited... Please reserve today

Performance Development Strategies, LLC

DATE: Wednesday, January 18, 2012

TIME: 9:00 am to 11:00 am

LOCATION: 100 South Bedford Road Suite 340
Mt. Kisco, NY 10549

COST: (\$25 in advance, \$30 at door)



Motivational Quotes

"It's hard to beat a person who never gives up."

-Babe Ruth

"You miss 100% of the shots you don't take."

-Wayne Gretzky

"There is nothing like a dream to create the future."

-Victor Hugo

For results **YOU** can count on, contact Performance Development Strategies, LLC at 914-953-4458 or Email: grant@pdstrategies.com

Make it a GREAT day,

Grant Schneider
Performance Development Strategies, LLC