

## Recipe for Success – Setting and KEEPING your goals

It's that famous time of year again where everyone seems to choose a NEW START. New Year brings with it change and motivation – for some this is the best time of year. My theory however is that goal setting and achieving shouldn't be labeled to a certain time of year...in fact you should ALWAYS be goal setting and continuously adding and checking off your lists. The challenge for most of you isn't setting the goals, it's achieving them. So, I am going to focus on motivation and lists to help you create goals that are realistic so that you can accomplish them.

I truly believe in writing things out so the first thing you need to do is write out what your goals are for a specific time frame (many of us prefer a year to year goal sheet, but feel free to write out a list for next week, or next month etc). The things to consider on this list are: how much do you want to earn, what types of training do you need, the genres you want to pursue, your marketing strategies and budget, your time frame, your support system (both financially and emotionally), a realistic schedule, who you need on your team to make it work and much, much more.

Now I want you to write out a list of the things that are standing in the way of creating your goals. Most of you have a million reasons why you can't accomplish your goals; in fact we ALL have reasons why not – but that why not list is the only thing standing in your way. Instead, focus on how to make it work, not giving yourself a thousand excuses of why it can't. It's funny how people are great at making excuses and not so great at finding solutions. Give me your list of obstacles and I will prove to you how you can change them and make them work for you. You are not alone in your excuse list – don't think for one minute that I didn't have major obstacles to get over – I just didn't let them get the better of me, instead I found ways to make it work.

You may not know this about me, but I was a teen runaway by the time I was 14 (not only did I run away from my home, but I ran away across the country. I was pregnant by the time I was 16 and wasn't exactly an overachiever at that time in my life. I was one of the lucky ones who allowed my pregnancy to affect me in a positive way and I rose to the challenges a low income single teen mom face. So let's just say I'm a "Movie of the Week" but I am just one of the successes. Was it pure luck...**HELL NO!** I worked my ass off to get where I am and I still do! I hope you want it as bad as I do because I won't sit and wait for it to just happen. I will move mountains to obtain my goals. After all, there is no other way to make them happen.

Once you've written out your excuse list it's time for the accomplishment list. Write out exactly what you need to do to accomplish each of your goals. For example finances – how much will you need to accomplish each of your goals and where are you going to be able to come up with the money to make it happen? This is where most people end their pursuits. They realize that they can't afford to pursue their dreams but I challenge you in this area. You've all heard the saying, "where there is a will, there is a way". I have followed this method my entire life. In fact, I'm lucky because I've never paid much attention to my obstacles because I always seem to see the bright side and focus on the solution. In fact, I love a good challenge. I couldn't afford my training or equipment in

the beginning so I set out to find ONE client who was willing to offer me a MINIMUM of \$50 per month to voice Message On Hold. This allowed me an amount to pay to a VISA and that VISA allowed me enough credit to buy my equipment (at that time it was \$6000). I also recognized that I needed extensive training and I couldn't afford that either, so I volunteered for various coaches and that got me some great training and recognition. I also went even further by hosting coaches to teach in my city and I would do all the work to put them together. In exchange – free workshops, some amazing mentors and friends.

There is so much more to goal setting, but as usual my article is getting long, so I will leave you with one last assignment...I need you to write out a schedule. Please refer to my Time Management article from last month. [Click here to go directly to the article.](#) It's important you write out a day to day schedule that includes exactly how much time you need to spend on each of your goals EACH AND EVERY DAY and be realistic of your time. If you want to work at this full time, then I suggest you put in as many full time hours as you can. This goes for anyone, no matter where you are in your career. Don't get complacent and think you don't need to set even more goals for yourself. You should always be growing, trust me; there is someone out there who will surpass you if you don't.

The bottom line is this, what you put into it is exactly what you get out of it. So if you are putting in an hour here and an hour there then that's what you'll get in return. You have to want this as bad as the rest of us in order to achieve the success you desire. So I propose to you while you set your goals – how bad do you really want this? PROVE IT....and do something about it!

If you need help in goal setting or just motivation and solution to make them happen, feel free to contact me and we'll get you moving forward.

Until next time,

All my best.

Deb Munro

My Voice, Your Way!

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