

GOALS TO REALITY

The Goal-Getter Program

Workbook



Our Success Group





Goals are for growth and transformation, **not outcomes!**



Bonus Reflection Questions

What did you learn in the previous year about your mission, visions, and values?

What clarity did the previous year bring about who your target market is? How can you serve them?

What new connections do you need to make in the upcoming year?

What 3 processes do you need to implement or fix?

1.

2.

3.

What other important lessons did you learn in the previous year?





YOUR REASON MUST BE BIGGER THAN YOUR excuses!

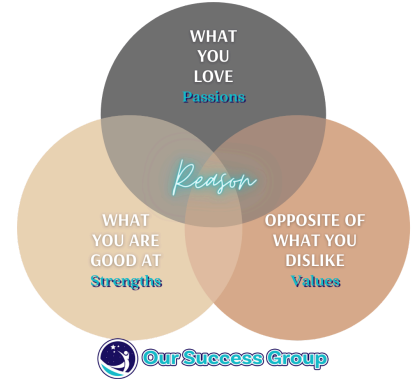


Reason | Values

Clarify Your Reason!

To be unstoppable, you have to clearly know why you are doing something. A clear purpose or vision shines a light on the path and success leaves clues. With clarity of purpose and living in your significance or greatness zone, you will have the map showing you those clues.

CLARIFY YOUR REASONS



Find Your Why Guide - [OSG.link/why](https://oursuccessgroup.pro.viasurvey.org/)

Take the [VIA Character Strengths Test FREE](https://oursuccessgroup.pro.viasurvey.org/)
<https://oursuccessgroup.pro.viasurvey.org/>

Why are you REALLY in Business? Why this business?

Strengths	Passions

Pet Peeves	Values



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Wants

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This image shows a single page of white paper with horizontal black lines, resembling notebook paper. The lines are evenly spaced and run across the width of the page. There are no margins, text, or other markings on the paper.





Let Go

How would you take action differently if there was no...



”

When faced with a decision to take action that pushes against our comfort zone, **fear** stops action, **shame** silences the call for help, and **regret** creates a story that seems inevitable.



Fear

Missing Out, Judgement, Confrontation, Overextending



Shame

Perception, Past Experiences, Mistakes



Regret

Labels, Errors, Missteps, Being Told No, Past Decisions

What fears, if any, are holding you back from pursuing your goal?

What past regrets or shame are clouding your vision?

How would you act differently if you let go of these emotions?

Who would you become if you no longer let fear, shame, or regret influence your decisions?

What positive opportunities or possibilities could open up if you let go of fear, shame, and regret?



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Prioritize Your List:

Finding Goals In Alignment with Your Reason

Look at your desires from the previous page and use your gut/intuition based on what you have learned about your SVPs/Reason, and add up to 13 of your most important goals. Then prioritize it based on A) How connected you believe it is to your reason and fulfilling your purpose, B) How much belief you have in your ability to accomplish it this year, and C) Your belief in its importance to you. There are no wrong answers.

Desire Goal	A) Connected + = -	B) Believable + = -	C) Priority A B C

**Make the MOST Important Thing...
The MOST Important Thing!**

Your #1 Goal:

Goal Alignment

If you could achieve only one goal for the rest of the year, would you be satisfied if it were this goal? Why?

How closely aligned is the goal I prioritized with my "reason"?



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V.A.S.T. Method

Visual - What precisely will you see in detail when you have reached this goal?



Auditory - What are the sounds you hear that you associate with that goal being achieved? Cash registers, equipment running, ocean waves, song playing, or other potential auditory queues.



Smell - What smell might you associate with that moment or sensation of achieving your goal? Smell is our most memory-inducing sensation and gives us the most clarity. You are transported right to that place when you recognize a smell. Describe it!



Touch - What are the tactile and emotional things you can touch and feel around you?



Write Your #1 Goal Story

Create your mini-movie script that will infuse your #1 goal with emotional power:

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Owning Your Goal

What excites you most about this goal?

Why is this goal paramount for the upcoming year?

How will this goal transform who you are?

What has worked for me (actions) in the past?

What am I pretending not to know (limiting belief) that has held me back?

What is the potential impact of this goal on your work-life balance, and how will you manage that impact?

What challenges might arise in pursuing this goal, and how might they be addressed?



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Become a Goal-Getter

Setter



Vague and Open

1

Huge Leap

2

Many Many Goals

3

Kept Hidden (Fear)

4

Specific | Process | Focused | Accountable

Getter



1

Very Specific

2

Broken Down

3

Very Focused

4

Shared W/ Others

Confirm Your #1 Goal SPECIFICALLY

Reconfirm the #1 goal you want to focus on and a specific time frame.

How much (be very specific)?

By when (be very specific)?

Go into every action with high intentions for the outcome, but low attachment to the results.

Make Your Goal an Affirmation

- Start with the words "I am . . ."
- State it in the present tense
- State it in the positive
- Be brief
- Make it Specific
- Include an "-ing" action word
- Include a dynamic feeling word
- Make affirmations for your own behavior, not other people's

Details at [FUNdamentals.sbs/affirmations](https://www.oursuccessgroup.com/fundamentals/sbs/affirmations)

Make Your #1 Goal and Affirmation:



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Action Planning

Milestones

To set milestones, you need to think through some of the possible events or markers that indicate you are on track to reach your goal. You don't have to know all the steps; just a few steps you can measure along the way. So write down as many milestones or mini-goals that come to mind. Trust your instinct with these:

1.	_____	(How Much) _____	(By When) _____
2.	_____	(How Much) _____	(By When) _____
3.	_____	(How Much) _____	(By When) _____
4.	_____	(How Much) _____	(By When) _____
5.	_____	(How Much) _____	(By When) _____
6.	_____	(How Much) _____	(By When) _____
7.	_____	(How Much) _____	(By When) _____
8.	_____	(How Much) _____	(By When) _____
9.	_____	(How Much) _____	(By When) _____
10.	_____	(How Much) _____	(By When) _____
11.	_____	(How Much) _____	(By When) _____
12.	_____	(How Much) _____	(By When) _____
13.	_____	(How Much) _____	(By When) _____
14.	_____	(How Much) _____	(By When) _____
15.	_____	(How Much) _____	(By When) _____

Cue-Based Milestones

These could be expanding on the milestones above or brand-new milestones that will allow you to be more focused each day. Enter the action, cue, and milestone.

1.	_____	(Cue) _____	(Milestone) _____
2.	_____	(Cue) _____	(Milestone) _____
3.	_____	(Cue) _____	(Milestone) _____
4.	_____	(Cue) _____	(Milestone) _____
5.	_____	(Cue) _____	(Milestone) _____
6.	_____	(Cue) _____	(Milestone) _____
7.	_____	(Cue) _____	(Milestone) _____
8.	_____	(Cue) _____	(Milestone) _____
9.	_____	(Cue) _____	(Milestone) _____
10.	_____	(Cue) _____	(Milestone) _____
11.	_____	(Cue) _____	(Milestone) _____
12.	_____	(Cue) _____	(Milestone) _____
13.	_____	(Cue) _____	(Milestone) _____
14.	_____	(Cue) _____	(Milestone) _____
15.	_____	(Cue) _____	(Milestone) _____
16.	_____	(Cue) _____	(Milestone) _____
17.	_____	(Cue) _____	(Milestone) _____



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FUNdamental 5

01

02

03

04

05

Date



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Order More at Fundamentals.sbs/5

Goal Actions

Where will you place your goal to see it daily?

How will you actively share your goal with others regularly?

Write down one recent roadblock and how you overcame (or could overcome) it.



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GOAL ACHIEVEMENT CONTRACT

I, _____, hereby commit to myself and my future success to diligently pursue and achieve my number one goal for _____:

Insert Your #1 Goal Here

This goal reflects my deepest aspirations, aligns with my core values, and represents a significant step towards my personal and professional growth.

Commitment:

- I will dedicate the necessary time, effort, and resources to achieve this goal.
- I will regularly review and adjust my strategies to stay on track.
- I will remain resilient in the face of challenges and setbacks.

Accountability:

- I will hold myself accountable for making consistent progress.
- I will seek support and guidance when needed to stay focused and motivated.
- I will celebrate milestones and acknowledge my efforts throughout this journey.

Affirmation:

- I understand that achieving this goal is essential for my growth and success. I trust in my abilities, and I am committed to seeing this through with determination and perseverance.

Commitment Made By:

Committed to on:

Name

Date



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Celebration

What are you most proud of accomplishing so far?

What experiences have made you the happiest?

What challenges have you overcome? How did you do it?

Evaluation

What specific tactics were used to achieve my #1 Goal?

On a scale of 1 to 10, how effective were those tactics?

If not a 10, what could I change to make it a 10?

Am I pushing outside of my comfort zone? Describe:

Are my goals big enough to make me SLIGHTLY uncomfortable?

What worked for me and got me closer to my goal?

What was holding me back from achieving my goal that I needed to eliminate?

Am I properly prioritizing my goal in my daily activities?

What daily margin habit do I need to install/adjust to reach my goal on time?





Measurement

Did you know that the first mission to the moon was off course more often than it was on course? The equipment on board took in feedback from the readings and kept making adjustments.

First Review

Metric you Are Reviewing (What indicates "On Target"?) _____

Why does this indicate on target? _____

Exact date you will be reviewing: _____

Second Review

Metric you Are Reviewing (What indicates "On Target"?) _____

Why does this indicate on target? _____

Exact date you will be reviewing: _____

Third Review

Metric you Are Reviewing (What indicates "On Target"?) _____

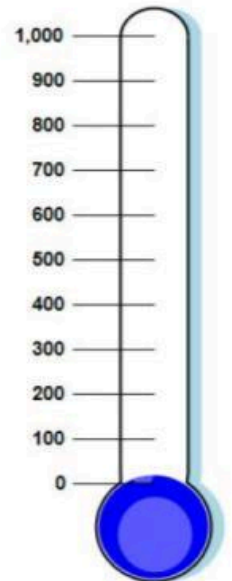
Why does this indicate on target? _____

Exact date you will be reviewing: _____



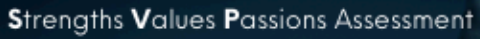
Scoreboards

- Keep a DONE List
- Checklist
- Goal Thermometer
- Rating Scale



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A man in a dark suit and tie is holding a tablet. On the tablet screen, there is a glowing blue bar chart with an upward-pointing arrow. Above the chart, the letters 'SVP' are displayed in large, glowing white font. A gold-colored tag with the word 'FREE' in black capital letters is attached to the top of the chart. The background is dark.

- ✔ Gain a better understanding of what drives you.
- ✔ Find out where your structure might be off.
- ✔ Gain language to use to connect to your customers.
- ✔ Reconnect with your "why" and gain more confidence.



OSG.LINK/THANKYOU

This image shows a single sheet of white paper with horizontal blue or grey ruling lines. The lines are evenly spaced and run across the width of the page. There are approximately 20 lines visible. The paper has a slight shadow on the right side, suggesting it's resting on a surface.

