



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
MANAGEMENT CONSULTING GROUP

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All About Goals



Welcome to the first edition of The Monday Motivator, your weekly cup of mental java to help you get ahead and stay ahead! Each week you'll receive a new edition covering 52 topics per year. We hope you enjoy it.

Goals are fundamental to life for us humans. Once we have our basic needs taken care of, we can focus on more creative activities. Without goals we would have a hard time providing the basics that allow us to have a place to live, food to eat, water, medical care, clothes, money, etc.

Even if we don't admit it, none of these basic needs is provided without goals. Many times goals are simply taken for granted. We think about what we want and our actions allow us to achieve, acquire, become or create the desired outcome. A good example is getting to work on time each day. As we think about this the underlying reason for wanting to do it is to keep our jobs so we can get paid and provide for our basic needs.

Now let's think about the steps required to get us to work on time:

1. Get up in time to clean up, dress up and show up.
2. Prepare lunch, clothes selections; find the keys, and any other items to take with us.
3. Start the car or be on time for the ride to the office.
4. Allow enough time to get to the office by considering the traffic, possible delays, etc.



5. Arrive at the office, get to our desk and start the work day.

Everything about the above collection of tiny goals is dependent on the same consideration ... the clock! Time is not forgiving. If you are late, no excuse will cover your miscalculation. For example, we all know that a plane leaves at a certain time. If we don't plan to be at the airport one hour early we chance missing the flight and that can be costly, hugely inconvenient, even embarrassing at times. So we pay a lot of attention to clocks, watches, etc.

Here at Performance Strategies we teach that most of us have five life pursuits that account for just about 95% of our goals and our time. It helps to recognize them as a part of understanding the importance of goals.



Most of us have goals in all five of these considerations. To help us achieve our goals the next image will provide an easy to remember strategy: SMART!

Just remember the word SMART ... if you can remember that and follow the five steps outlined below then you will achieve more of what you want and less of what you don't want. This topic fills countless books on the shelves. At the end of this Monday Motivator I'll provide a few suggested reading choices in case you want to pursue this subject in further detail.



In summary, to achieve goals we must know what we want, why we want it, when we want it and how we plan to get it. We live in a world of endless distractions. It's hard to focus on a single objective when there are so many other interesting activities going on all around us all the time. If there's a single word that sums up the most important issue in achieving goals it is this:

choice

If you want to know more about goals check out these links:

<http://www.businessdictionary.com/definition/goal.html>

<http://www.success.com/article/rohn-4-tips-for-setting-powerful-goals>

Until next week, if you know of any business that can use the benefits of highly effective coaching in the areas of organization, time and task management, social media, sales, marketing, customer service, operations, HR, leadership or team-building, have them give us a call at 562-577-7000 or send us an email. We will keep you in the loop on how it's going.

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Our consulting and coaching focus supports management, sales, customer service and operations. Included are sales and management assessment surveys as well as leadership, teambuilding, sales operations efficiency and online tracking projects. Our other team members bring additional disciplines as well. We will showcase them in future editions of this business journal. We are all committed to driving the results you want.