



MONDAY MOTIVATOR

CREATED BY PERFORMANCE STRATEGIES
MANAGEMENT CONSULTING GROUP

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ISSUE 7

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ACCOMPLISHMENT

With the end of the year just days away this Motivator Message will focus on Accomplishments. Normally we'd see GOALS as a topic for examination of this subject, but we'll all be seeing more than enough of that content during our careers. Instead, we're going to focus on what we've accomplished that got us this far.

Most of us start out a new year with a list of goals we sincerely want to accomplish. As always in our teachings we focus on the five key life areas of activity that take up most of our physical and mental energy: Career, Health, Relationships, Community, and Money.

What we do not often realize is that regardless of our plans and goals the results we achieve are all accomplishments. We may have ended up with results different than what we said we wanted, but they are results nonetheless. Therefore, they are also accomplishments. So, in this Motivator let's print this page and fill in the blanks below:

Area	Goals for past 1 year	Accomplishments
Career		
Health		
Relationships		
Community		
Money		

In effect, you have just checked off the accomplishments you did achieve regardless of the outcome. For example, if you had career goals that included training, skills or knowledge by filling in the table you have admitted to yourself that what you accomplished are the results you created. This is the same for the other three areas as well.



It's important to remember that this is not an exercise to use to justify berating yourself if you did not reach the goals you set for yourself last year. This is an opportunity to examine the steps and activities you were engaged in that led up to the results you got. If you see areas for improvement or change this is the best way to discover what you can do going forward.



With this in mind let's first celebrate what we accomplished over the past one year and make plans for new accomplishments over the next one year and remember that accomplishment is just that. It's not failure or disappointment, it's simply results. At Performance Strategies, Inc. we like to use the analogy of a bowling ball. A bowling ball goes exactly where it's thrown. Therefore, where it ends up is total success! If we want different

results, we simply need to change the way we throw the ball. It's not much more complicated than that.

In summary, we encourage our students to focus on what got accomplished this past year and try to avoid the rush to set a new array of goals without acknowledging what got us this far. We've all been quite successful, no matter what else we might want to call it. Our bowling balls went precisely where we threw them. With this in mind let's see what can be done to change how we throw the ball in the New Year.

In all four life activity areas we are going to reach the finish line no matter what. So, let's be honest about our role in the outcome and get up, dress up and show up. We'll all meet up at the finish line!





Little accomplishments lead to BIG ones! When you treat yourself like a winner you become one. It may be small wins at first but eventually you will rise higher until you achieve your goal of winning big.

As we wrap up this edition of the Monday Motivator let's remember that we can all make choices that lead to accomplishments as long as we look at the big picture, not just the short term small one. Set goals, then make plans, then achieve one step at a time and for each small win be sure to acknowledge your results. Avoid negative people and negative situations when you can. Pay attention to the good news that is all around you.

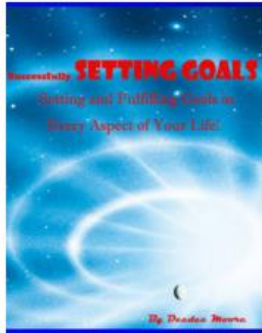
Getting to the big wins starts with your belief in YOU. Think like a winner and you'll accomplish your dreams.



As always, here are a few online and reading tips if you want to research this topic further:

[http://www.diffen.com/difference/Goal vs Objective](http://www.diffen.com/difference/Goal_vs_Objective)

<http://www.slideshare.net/weekdone/how-a-smart-leader-sets-smart-goals>



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https://www.youtube.com/watch?v=V2PP3p4_4R8 (If you are aware of TED TALKS then you'll like this link. Great talk about reaching goals by not focusing on them.)

Creating accomplishments starts with the first step. From there you get better and better until you are No. 1! All of us deserve to be champions during our lifetimes. Let's make it happen!



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.