

THE TEN STAGES OF A GOAL: What Stage Are YOU In?

by Linda O. Scott ESD 01-07-02

1. Excitement .. Hot Dog! I'm so excited about doing a Power Start, being in my Red Jacket, On-Target for my car, DIQ, Directorship, Cadillac, Unit Club, etc. I've made a commitment to myself and my Director, we need the income, the car, etc. in my family.
2. Making Plans, "I can see it now". I've made my list of 25 for booking and recruiting. I just know my best friends will book a class or listen to the career information to help me with training. Wow, I'm so excited!! "Why not me and why not now?" keeps ringing through my head and heart. It's my turn it's my time to achieve.
3. Beginning! I have my time set to start! Mary Kay Ash always said that "beginning is half the job". Beginning is winning... Got to begin. Set a time to get on the phone.
4. Shaky beginning! Finally got some one to answer the phone (the first 10 didn't answer), finally got my first booking! Yippee! I'm going to do this! I'm on my way. I can see that car in my driveway, my family is so excited.
5. I can see it happening! I have my first 5 classes and 2 interviews booked. This is my time! Why not me and why not now? I'm excited.
6. This is harder than I thought!! 4 of my 5 classes cancelled, the 2 interviews did hold and both said "No, not now". I did get 2 more classes booked for Next month. I still have people on my list to call, but this is more challenging than I thought.
7. THE BIG ONE. DENIAL OF THE GOAL & rationalization! . "I REALLY DON'T NEED THAT RED JACKET, THAT CAR, WE DON'T NEED THE MONEY, WE ARE DOING JUST FINE, WE CAN MAKE IT WITHOUT THE MONEY OR NEW CAR. My family doesn't care & they don't want me on the phone so much or gone 2 nights a week. They are beginning to complain, the house is a mess (they had to pick things up), the clothes need washing (they didn't have 10 pairs of socks folded in their drawer), I haven't cooked 3 meals a day lately, (no one can cook but me) etc. I can do this in the summer, or next year.
8. PARALYSIS! I do nothing, I don't even want to return my Directors phone calls, I don't want to talk with my sister consultants, I'm not going to the meetings. Most of all I really question if I have what it takes to do it. Others tell me I can do it. Do they really know?
9. RECOMMITMENT!!! I really DO want this in my life! I am going to do this. I am going to work until I achieve it. I know that it's important not to stop before the miracles happen. I am going to have that Red Jacket, that Car, that \$3000 + Directors check, that Pink Cadillac, that NSD position. I CAN DO IT, AND I WILL DO IT. I'm back to work RIGHT NOW. I AM TAKING CHARGE OF MY FUTURE. Winners never quit and quitters never win.
10. I DID IT!!!! The Thrill of Achievement.. The pride of Accomplishment.. I love bringing out my best, I love the pride I see in my family's eyes, I love the pride in my own eyes. My family will have the rewards of my effort for the rest of our lives, and I've helped others begin their own journey of Success. Winners never quit and quitters never win. I WON!!

RECOGNIZE THE STAGE! Where are you on your goals? Are you at stage 1, 4, 7, 8, 9, 10? Every goal that you will ever set will go through these stages, and it gets EASIER each time you go through the stages. You are the one who will determine how long you stay in 7 & 8. When you are there, the best thing to do is **REACH UP** to your Director, Sr. Director, etc., someone who is where you want to be.

The more maturity we have in our business, the easier it is to reach up. The greatest limitations are the ones we place on our selves OR allow others to place on us. Don't be limited by anyone, YOU just don't know what you can really do until you have really, really, really given it all you have. **ARE YOU CHAINED TO WHAT HAPPENED IN YOUR PAST?** It is your choice isn't it? You can learn and go on or you can stay paralyzed. Every DIRECTOR and Achiever will tell you that NOW when they go through # 7 & 8 stages that they know to go through QUICKLY and recommit to their dreams and goals. And putting it off doesn't make it any easier next week, next month or next year, until you Just Do It. I still go through ALL of these stages, however I HAVE LEARNED to keep working, recommit, verbalize, and visualize my goals until they happen and they always do!

"What you ardently desire, vividly imagine, & enthusiastically act upon will come to pass for you". Mary Kay Ash

6 REASONS WHY PEOPLE DO NOT ACHIEVE GOALS

1. Do not have a clear goal
2. A clear why (be specific)
3. No clear planning (put plan in place)
4. There's no priority (how important is your goal?)
5. No discipline (what is going to change for you? You must do it for 21 days to establish a new habit)
6. No accountability (you need to tell somebody ei. husband, friend, parents etc. By telling someone you become accountable to what you said and it is harder to fall back)

WHAT YOU NEED

- Have a vision, dream (broad or narrow)
- Have a mission statement (what is personal to you?)
- It takes 90 days to change your life, weight, marriage etc.
- You can't expect dramatic results in the first 30 days; after 60 days you'll start to see results
- Choose 1 or 2 areas in your life that you want to change & set your goals.
- Do not set goals for everything at once (your subconscious can not process all your changes at once it becomes too complicated)
- Say no to temptations and distractions in your life.
- Stay committed to your goal no matter what happens in your life. (things happen everyday you must stay focused)
- Be passionate towards your goal.
- What are your 2006 goals? (Write them down)
- What are you going to accomplish by 2-28-06 before Career Conference?