

Are You Achieving Your Potential?

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Are You Achieving Your Potential?

By Martin Avis

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Sometimes I think that we have our priorities back to front. Achievement is seen as the pinnacle to aim for.

I have come to think that this is wrong.

My 12-year old daughter, Lauren, came home from school yesterday, proudly waving her grade book. She had been awarded A-1 in most subjects – a great achievement!

Then she sadly pointed out that her perfect score was marred by a B-1 in French and a C-1 in physical education.

I asked her what the scores meant. She said that the letter denotes achievement and the number, effort.

That was when it struck me that the grades were misleading. Surely the most important score is effort? Yet it is shown last.

I gave her a big hug and told her that in my book, she had a perfect score. It didn't matter that her achievement grade in French was a 'B' – the '1' showed that she had tried her hardest. That is something to make any parent proud.

Everybody is different. Everybody has a different potential. Like Lauren, we are not all destined to be fluent linguists or future track stars.

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But without 100% effort no potential can be achieved – and that is a real waste.

Our programming to think in terms of A-1 extends way beyond the classroom. That is where the seed is sown, but the real effect is felt in business.

If I see a salesperson under-delivering, the first thing I want to examine is the effort being put in. If there is a problem with effort, the salesperson probably has no future. It is impossible to turn round

someone who just wants an easy way out.

But, if I see 100% effort, but a lack of success, the salesperson is worth my effort in helping along. Maybe a bit of training will help, or a few pointers from a more successful colleague. I know that 100% effort, focused in the right direction, will always bring results – and that salesperson will fulfill their own potential. Whether that is an 'A' or a 'C'.

And who can ask more than that?

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Beyond SMART Goals

By Myrtis Smith

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Word Count: 580

Summary: Making a goal SMART is only the first step in making that goal a reality; here are 10 practical steps to achieving your SMART goals

Beyond SMART Goals

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These days, everyone seems to be talking about SMART goals. That is, goals that are:

.....Specific
.....Measurable
.....Achievable
.....Rewarding
.....Time-based

However, making a goal SMART is only the first step in making that goal a reality. Here are 10 practical steps to achieving your SMART goals:

1. Set a SMART goal. Make sure your goal can pass the SMART test. Is your goal clearly defined (specific)? Can the results of your goal be quantified (measurable)? Is the goal realistic (achievable)? Will achieving this goal be beneficial (rewarding)? Is there a clear date set to meet the goal (time-based)?

2. Align your goals with your values. There are certain things in life that each individual values: family, honesty, spirituality, having fun, wealth, etc. Goals that are not aligned with your values are goals that are doomed to failure. Take a moment to ask yourself: Why do I want this goal? What is it going to help me accomplish? Who will it make me become?

3. Tell 3 – 5 key people about your goal. Sharing your goals with others help you become more accountable. Be sure the people you are telling are people who are supportive and positive.

4. Identify the necessary resources. What are some things that you need to make your goal happen? For example, if your goal is to lose weight, purchasing exercise tapes would be useful. Or if your goal is to change careers, perhaps you can find 2 or 3 people in your field of interest.

5. Identify time savers. While taking short-cuts can sometimes be detrimental to your achievement, there is no need to "recreate the wheel." Why spend countless hours creating a business plan from scratch when there is great deal of software, templates, and samples available to you.

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Identify ways you can accelerate your progress.

6. Identify potential obstacles. What are things, that you know, right now, could hold you back from reaching your goal? Maybe you spend a lot of time playing computer games when your time would be better spent doing research for your new business; delete the games.

7. Identify a single daily action. What is the one thing you could do every day, that will help propel you towards your goal? Take a 15 minute walk? Make a sales call to a potential client? Its not the big spectacular events that get us where we need to be. Its the little things we do everyday.

8. Identify a support structure. What people, things or processes can provide you encouragement? You could find 2 or 3 other friends who are trying to lose weight, and have a weekly support meeting. You could post your business plan on your office wall as a constant reminder to what you're working towards.

9. Identify rewards. In order for a goal to be SMART it must be personally rewarding and little rewards along the way will make achieving your goal that much more fun. Maybe every time you lose 10 pounds you buy a new outfit. Maybe once you get your business plan complete you take a day off and go to the park. We all know what they say about all work and no play; remember to enjoy the journey.

10. What's next? This is not "what are you going to do after you accomplish your goal?" This is "what are you going to do after you read this article?" The journey to achievement starts now, not tomorrow.

Myrtis Smith is a personal coach. She works with people who are undergoing a career change. Sign

up for her free newsletter Change Now! at www.premeditatedlife.com or send an email to changenow@premeditatedlife.com Premeditated Lifebecause life doesn't just happen!

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