

## You Shoot, You Score! The Benefits of Goal Setting

Do you have a longing for something? Maybe a dream job, the ultimate vacation, or a renewed relationship? How will you satisfy that longing if you don't figure out how to get what you want? Goal setting is the key. It:



- ◆ encourages you to **determine a path** to follow, to set **priorities** and establish the **direction** for your pursuits, and to be specific. This can be the first, positive, overt step to success.
- ◆ makes you responsible for your own life, forcing you to **define and establish what you want** from life, and helps you visualize (when you write the goals down) and achieve it.
- ◆ gives you a criteria for **decision making**. With well-defined goals, decisions will be made with them in mind rather than to address immediate pressures.

There are many formulae for setting goals. The SMARTS system works for us:

**S—specific:** clearly write it down. Also, be specific for each area of your life (career, relationships, spiritual, financial, etc.)

**M—measurable:** break the goal down into bite-size pieces, and measure each sub goal

**A—agreed upon:** consult with others and see if you can get agreement from them for support and/or assistance.

**R—realistic:** challenge yourself, but don't make it so far-reaching that you fear failure

**T—timely:** this has two aspects. 1) Set a time frame to achieve each goal. 2) There's no better time to start than now. Don't procrastinate.

**S—"sell"ebrate:** sell your success to yourself by telling others who believe in you and plan for the celebration

Take a shot at success. Your goals can be your reality.

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## Conversation Cures

We've probably all had this experience: we're recounting a harrowing experience from our last trip when someone jumps in and interrupts with, "That exact same thing happened to me." Then (s)he proceeds to hijack the conversation, completely sidetracking you from what you were saying. How annoying!

Unfortunately, I bet most of us have committed the same conversational faux pas. What would be a better alternative than our "me, too" story? Ask, "What kind of experience did you have?" and let the other person have their say. You already know your story. Learn someone else's for a change.

## Employee Rewards

ITG Staffing, the temporary staffing agency across the street from our office, just had an employee appreciation event. They held a barbecue to thank everyone for their hard work in meeting and exceeding client needs, and in representing the company with professionalism and efficiency. everyone enjoyed the tons of food and drink, and the vote of confidence. What a morale booster!

How do you make your employees feel appreciated?



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## Quotes

"The most absurd and reckless aspirations have sometimes led to extraordinary success.."  
—*Vauvenargues*

"When nothing is sure, everything is possible."—*Margaret Drabble, English Novelist*

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