

VivaNews™ -January 2008

A Jumping-Off Point™

Just How Resolute Are We?

“Try not. Do or do not, there is no try.” - Yoda

The rate of speed at which 2007 flew by may be record breaker. It's hard to believe that it has been a year since I sat down on New Year's Day with the white board propped on the coffee table and a dry erase marker in hand and I wrote down personal and professional goals for the year. I just finished looking over them to see how effectively I accomplished each of them before cleaning off the board to get ready to do it again today. Yeesh...not so good! Most of them were not met, partially met or fell completely off the radar screen. I could say that at least I tried, but then that darn quote from Yoda in Star Wars I included above comes back to haunt me and I have to admit to myself that I did not do. I did better on my professional goals, but not there is lots of room for improvement there too.

But at least now, I know why. I wasn't that resolute. The goals I wrote down were “wishes” and as such, they were nice things to think I wanted to do...or should do...this past year. But there was no “Burn the Ships” decisiveness in the exercise – no “this is it” frame of mind, no “make it work because there is no other choice”.

The good news is that my thinking about setting goals has changed considerably in this past year thanks to the guidance of my mentors. From watching and learning from them, I have found that getting results from the goals I have set requires being resolute:

1. Decide

“Whatever you can do, or dream you can, begin it. Boldness has genius, power, and magic in it.” – Goethe

Most of us will say that we want something and then quickly give the reasons why we probably won't be able to have it. For example: “This training is exactly what I need...but it costs too much, so I can't go.” Or: “I would love to produce a product to sell on my website...but why would anyone want to buy from me?” Or “I want to lose weight...but I always seem to put it all back and then some.”

Within the space of a few seconds, we've put it out there that we have a desire; then, before it can gather any momentum, we've yanked it back. Which doesn't give “All the

forces on Heaven and Earth” (from one translation of Victor Hugo’s famous words about not being able to stop an idea whose time has come) an opportunity to marshal strength behind our idea/want/desire.

Resolution # 1: Make a decision and then let it stand...cut out the “but” that usually follows the profession of an idea/want/desire. Our firm resolve will begin to bring to us all those opportunities that can make it happen. It is our job to embrace the opportunities...even when they are a stretch.

2. Focus

“Nothing can add more power to your life than concentrating all your energies on a limited set of targets.” – Nido Qubein

If we are at all entrepreneurial, we probably suffer from “Bright, Shiny Object Syndrome” as Melanie Benson Strick, The Entrepreneur's Success Coach, has called it. We start something, we go great guns at it, then along comes another idea, another project, another home study course and...we’re off and running in another direction!

Once we have made a decision, we need to put on the blinders and focus our attention on that decision. It doesn’t have to be just one target goal at a time. As author, businessman, consultant, and educator Nido Qubein advises: make it a limited set of targets. Then we can focus our commitment and our energies on these target goals.

Resolution # 2: Stop chasing after bigger, better, different, more. Once we have decided, we need to maintain laser focus on the target.

3. Take Action

“Nothing Happens Until Something Moves” – Albert Einstein

Each of our decisions will require a set of steps to move from an idea to an accomplishment. How we will approach taking action depends on our own unique instinctive way of dealing with creative problem solving. (For more information on determining the best way to use your instinctive talents, please contact me at kate@vivacitynow.com or Dr. Pamela Armstrong at drpam@instinctivecoach.com.) The most important point of all this is to keep moving, to keep doing the things that bring us to our decided upon targets.

When things get frustrating, overwhelming or we feel the urge to slack off, that’s the time to be access the support and guidance of a Master Mind Group or a coach. Nothing makes us keep moving like being held accountable.

We needn’t worry about perfection. We needn’t worry about making mistakes. They only stall our reaching our decided upon goal. We can and should readjust as the need arises. Remember: **“Ready, Fire, Aim”**. Once our idea, vision, project is out in the world and in

the marketplace, we will then start to see clearly what needs to be refined, what needs to be reworked, what needs to be jettisoned. And these changes become our next actions to take.

Resolution # 3: “Fire” and keep moving towards the goal. (You will, by the way make mistakes...when you do, forget the recriminations, learn and readjust your aim.)

Being resolute by deciding, focusing and taking action is a jumping-off point for your growth and success.

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