

Setting goals for the new year



By Cheryl Donnison of Lumina Coaching

Of course we've all set our business goals for the New Year, haven't we? If not, let's make sure they're in place as soon as possible. It is essential to get the goals written down together with the key obstacles to achieving your goals and how you intend to overcome them.

Once set, how do we make sure we maintain these goals throughout the year? One of the most effective ways to keep you on track with your big annual goals is to break them down into manageable chunks, over shorter periods of time – say a week, or a month. Assign realistic dates and adjust them as necessary.

It's helpful to ask for support for your goals from your partner, spouse or other family members. Like-minded work colleagues may also have to buy into your goals, if you want them to help you achieve them. But avoid discussing any of your goals with negative people. Powerful negative attitudes can drag you down quickly.

Small steps forward will sooner or later result in real progress. Many people who have achieved great things in life and business say the further they go, the easier it gets.

Every time you make an important decision, ask yourself this question: Does this take me closer to, or further from my business goals? If the answer is "closer to," then you've made the right decision. Successful goal-setters and high business achievers review the benefits of meeting their goals on a regular basis.

It helps to remain positive and optimistic. Remind yourself that the progress you have made, despite its apparent modesty, really will lead to success. Chart your progress and celebrate your successes. This will help you to keep moving forward.

It's also helpful to seek out others who have already met your goal. Knowing how long and how hard others have worked for it, will give you strength to persevere. Actually, you'll find perseverance probably one of the key attributes necessary in attaining your goals. Just keep on going, while others start to flag. And remember: quitters never win, winners never quit.

➤ For further information, call Cheryl Donnison 01943 605597, or visit: www.luminacoaching.co.uk