

THE EXTRA POINT

BY JERRY ROBERTS



1026 It's Mid-March — Do You Know Where Your Goals Are?

Research indicates that only about 3% of us write down our goals. Even less actually track them. When it comes to companies, only about 10% do this. That's mind-blowing. I'm Jerry Roberts, and we'll talk about getting this goal thing figured out, next, on The Extra Point.

About 5.5 months ago, I ran through the goal-creating system known as S.M.A.R.T. Each letter stands for a different factor in determining how to set up goals.

If this year is like every other year, almost nobody has written goals, only a fraction of those who do are tracking them. That's cringe-worthy.

The only thing I can think of is that the 97% of people who do not write down goals, must believe that they don't need a plan. Somehow, they'll just wander around and bump into the success they want.

Before we get rolling on this, somebody in the government once asked me if they should do "this goal thing." They told me they had 20 years in, they needed 10 more and then the door, so why fool with goals?

People who work for the government, whether that's GovGuam, the federal government, or the military, can also use a system like this if they wish to advance. That said, I'm sure the majority of users are in the private sector.

One of the impediments to goal setting is having too many of them. I've seen people stack goal on top of goal, both with their profession and their personal life — until it's just too much to deal with. So, they don't and the whole issue grinds to a halt. Let's do it differently.

If you'd like to play along, all you have to do is choose one goal — either professional or personal — and work with that. Further, if you've never worked up a goal sheet, I insist you start this way. One goal only, and we run it through the S.M.A.R.T. formula.

S is for Specific. We commonly hear things like these: "I want to lose weight." No. "I want to save for a downpayment on a house." No. "I want to play the piano." No. None of those are specific. They all lack details and a deadline.

Let's try again. "My goal is to lose 10 lbs. by July 1st." Yes. "My goal is for my savings to be at \$100,000 by June of 2023, as that's how much I'll need for the downpayment on a house." Yes. "My goal is to learn the basics of playing the piano, so I can play six songs by the end of the year." Yes. It would be even better if you listed the six songs.

The less detail you have at the beginning, the lesser your chances are of achieving the goal. The questions from the get-go should be:

What is the outcome I want?

Why do I want it?

When do I want it?

What will I sacrifice, if necessary, to get it?

What support will I need, and from who?

When you spend ample time on the *specific* category, you're painting a complete picture of what you're after. This makes your goal more real for you.

Again, for now, we only want one goal. Between now and tomorrow, decide on one thing you want to achieve.

(Con't.)

THE POINT
93.3 FM / 1350 AM / 104.3 FM HD-3

GUAM  TRAINING

It can be a job or career goal, or something personal. It can take a week to accomplish, or a year.

Ask yourself those five questions.

What is the outcome I want?

Why do I want it?

When do I want it?

What will I sacrifice, if necessary, to get it?

What support will I need, and from who?

We'll pick up on this tomorrow, and hopefully help you take a step or two in the direction of making it happen.

That's the Extra Point. Be responsible and make something good happen today. For 93.3 and the Ray Gibson Show, I'm Jerry Roberts.

###

For information on training and consulting services with Jerry Roberts, please click this link: guamtraining.com

