

## Bringing 2012 Into Focus Through Goal Setting

Back by popular demand, Professional and Life Coach Hélène Egan will be on Thought Rock Live discussing Goal Setting. Discover how to set great goals, learn tools to keep those goals in mind, and create a plan for seeing it through to the finish line. By the end of the presentation, you will have created one specific goal for yourself – either professional or personal - and be on the way to creating a plan to achieve that goal!! Keep 2012 going strong.... set ambitious goals.

### Key Learnings:

- Know the SMART way to set goals
- Learn tools available to help goal setting
- Tips to keep you accountable
- Walk away with one SMART goal created for yourself



**Hélène Egan**

Professional and Life  
Coach,  
Voila Coaching

# Setting Goals

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Or... why do I bother setting goals anyway?

# What do you think?

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When you think of Goal Setting, what comes to mind?



# Or...



# Let's make this easy!!

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You must ask yourself a few questions  
to get started....

# Let's make this easy!!

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What do you want?

When do you want it?

What's in it for you to get it?

What are you willing to do about it?

# WHAT DO YOU WANT?





# SMART

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Specific

Measurable

Achievable

Realistic

Time-Specific

# WHAT IF SMART IS....

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Specific

Measurable

Audacious

Resonant

Totally Cool

Would you approach this goal differently?

# How many goals?

Depends on you....

## Balance

- Scary and safe
- Fun and serious
- Professional and personal
- Short term and long term

# What do you want?

Determine what you want to achieve .... Then, test that against the SMART system.

Example: **To increase sales by the end of the year**

What's SMART about that?

- Increase sales
- End of year

What's SMARTer?

- Increase sales **by how much?** (7%)

# Tools

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Create a simple document

# Easy Document

Goal	By When?	How?	Obstacles?
Increase sales by 7%	June 1, 2012	6 new clients signed on by then	Meetings – learn to say NO to meetings
Launch product X	Nov 1, 2012	Create launch team and lead that team	Development dates are still unknown

# Tools

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Create a simple document

Use mind-mapping tool

# Mind Mapping Tool





# Tools

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Create a simple Word document

Use mind-mapping tool

Create a mastermind team to support you



# Try it!!

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What do you want? \_\_\_\_\_

How does it stand up to the SMART assessment?

Keep on shifting it, and shaping it, until it becomes SMART

Now, capture somewhere 2 more things:

1. Action items to get you there
2. Support you will need to achieve this goal

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Questions? Comments?



**Thank You For Attending The Webcast!**

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**We'd Love To Hear From You!**

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