

THE POWER OF MOMENTUM

“Create a vision and never let the environment, other people’s beliefs, or the limits of what has been done in the past shape your decisions. Ignore conventional wisdom.” – Tony Robbins



SEVEN STEPS TO A FULFILLING NEXT 12 MONTHS!

Did you know that 95% of the people who set New Year’s resolutions never follow through? The reason is that most people don’t understand the process of how to produce lasting results—and they never take the first steps. The following process will walk you through how to get started and create the momentum that will drive you to follow through. By doing it, you will gain clarity about where you’ve been, where you are now, and where you want to go. It will also help you create a simple plan to set up your new year so that it truly compels, excites, and drives you.

1. **Get Clear**
2. **Get Certain**
3. **Get Excited**
4. **Get Focused**
5. **Get Committed**
6. **Get Momentum**
7. **Get Smart**

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STEP 1: GET CLEAR

To begin, you must first gain clarity about where you really are now...

1. What did you love in the last 12 months?

A. What were some of your Magic Moments?

B. What was magical and extraordinary?

C. What did you accomplish in the last 12 months?

D. What are some things from the last 12 months that you want to duplicate in the next year?

2. What did you hate in the last 12 months?

A. What was challenging this past year?

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B. What do you not want to have happen again?

C. What did you learn by going through these experiences? Why were they incredibly valuable?

3. What decisions did you make in the last 12 months that were empowering for you?

A. What were some of the most important decisions of this year for you?

B. What decisions might you make next year as a result?



STEP 2: GET CERTAIN

Once you know where you are, you need to create certainty about your capacity to take anything you can dream about and make it real.

1. Write down anything in your life that was once just a goal dream or desire. What are some of the big and little things that seemed extremely difficult or impossible to achieve or acquire?

2. Circle the 2 - 3 items on your list that seemed the most difficult or impossible to achieve.

3. For the items you circled, write down the steps you went through to turn each into reality.

Then, did you focus on it continuously?

Did you put a lot of emotional charge into it? Then what?

Did you actually create a plan?

What were the steps you went through?

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STEP 3: GET EXCITED

Now that you are clear about where you've been, and you have certainty about your ability to make your goals and dreams real, it's time to decide where you want to go...

1. In a peak state write down every goal you think you'd like to accomplish in your lifetime.

Include ANYTHING you want to do, be, share, create, have and/or give. Include financial goals, personal development goals, physical goals, relationship goals, contribution goals — anything you'd like to learn, enjoy, or do. No matter how silly or outrageous it may seem, this is your chance to dream without limits. Be sure to keep your pen moving as fast as possible!

2. When you are finished, go through your list and next to each item, write down the number of years you want it to take (or believe it will take) to achieve your goal (write 1 year, 3 years, over 3 years)



STEP 4: GET FOCUSED

1. Out of your list of goals (from step 3), circle your one-year goals. Out of your entire list, what do you want most?

What are the goals that if you could achieve them this year that would get you up early and keep you up late with excitement.



STEP 5: GET COMMITTED

1. For each of your one-year goals, write a paragraph about why they are ‘musts’ for you to achieve them. What are the reasons you absolutely will achieve this no matter what? Remember, reasons come first, answers come second! Why do you want to do this?

2. What are some of the things that you may need to *do that you don’t want to do* in order to achieve these goals? If you have enough passion, you can get yourself to do anything, but first you must be certain about what "anything" might entail. Let's look the tiger in the eye!



STEP 6: GET MOMENTUM

Never leave the site of setting a goal without taking some action toward its attainment. You must take immediate action.

1. Decide now: What is one small thing that you will do immediately toward achieving one of your goals (e.g., making a phone call, booking a meeting, getting on the internet to research, signing up for a seminar, getting a coach, etc.)?

2. What is one big thing that you resolve to do *immediately* to achieve this goal (e.g., making a decision, throwing out all the unhealthy food in your house right now, giving something away, etc.)?



STEP 7: GET SMART

To make sure you follow through, you have to get smart and measure yourself consistently. Remember, most people set some New Year's goals, have no plan or direction, take no action, and then measure again next New Year's! The more you measure something the better it gets. You must resolve now to measure our specific progress daily, or at least weekly.

If you understand R.P.M., now is a good time to create an R.P.M. plan for this goal that you can hang up on your wall.

ADVANCED STEPS – APPLYING R.P.M. TO YOUR GOALS

1. Ensure your one-year goals are absolutely what you **MUST** achieve in the next year
2. Take your one year goals and chunk them down into 3, 6, 9, 12-month goals
3. Prioritize your goals into the order you want to achieve them
4. Create an R.P.M. plan for each of your goals and remember to apply S.M.A.R.T. to your **RESULT**
5. **VERY IMPORTANT:** Commit and Schedule your M.A.P. by entering it into your year planner
6. Set up a way to **TRACK** and **MEASURE** your progress
7. **CELEBRATE:** Congratulations you now have a one-year plan that's all about **TAKING ACTION**

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CREATING AN R.P.M. PLAN

YOUR R.P.M. PLAN GOES HERE		
M.A.P. (MASSIVE ACTION PLAN)	RESULT	PURPOSE
Brainstorm ideas here. Do not analyze Be creative This is a menu of options; not a To Do List What could you do to obtain your result	What is the ultimate result / outcome:	What is the reason for wanting to achieve your RESULT Questions to help with purpose(s)
	Make it a S.M.A.R.T. Goal SPECIFIC MEASURABLE ACTIONABLE REALISTIC TIME FRAME	Remember this column is the juice, the why behind it all. This drives the result. How will you feel as you are achieving the result? Who will you become in the process? What will this mean to you? To the team? Their family? Others?

R.P.M. = Results-Focused, Purpose Driven, Massive Action Plan

S.M.A.R.T. = Specific, Measurable, Actionable, Realistic, and Time Frame

Remember, the **M.A.P.** is things you COULD do. It is a brainstorming list; do not analyze anything in this column.

The **RESULT** needs to be circled in a bright color so your eye is always drawn to it. Remember, it's the target, the bull's eye. Modify the verbiage to suit you.

The **PURPOSE** needs to be strong. It should move you, it must juice you. Ask yourself questions like how will it make me feel; who will I become in the process; what doors will this open up for me and others, etc.

Once you have modified the **R.P.M.** as you see fit, print it and place it somewhere you can review it on a regular basis.

If you have any questions please feel free to contact me.

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