

# BREAKTHROUGH SUCCESS

# 2023

A step-by-step  
guide

for getting the results you  
desire.

**FUTURELIFENOW**  
ONLINE



# We have all seen it.

Goals that end in disappointment. This is why New Year's Resolutions are a joke to so many. Or why people quit before they even really get started on their goal.

You may have experienced this disappointment personally and you have no doubt witnessed it that low success rate among some of your clients.

For eight years I served as the Organizational Development Director of a nonprofit organization. In that role, I sat through many executive and manager-level planning meetings. I was surprised that, despite being intelligent, capable leaders, they were not equipped to set appropriate or even possible goals.

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That meant that one of two things happened:

- They failed miserably or
- They didn't know if they had even achieved the desired outcome.

Neither is a cause for celebration.

The good news is you don't have to make that same mistake. Your success will also be your client's success with this process.

Are you ready?

If so, grab a pencil and begin to work through this process that I have used for myself and with thousands of clients. Once you experience the success of it for yourself, you can use it with others.

When I help people set a goal, there are two important phases.

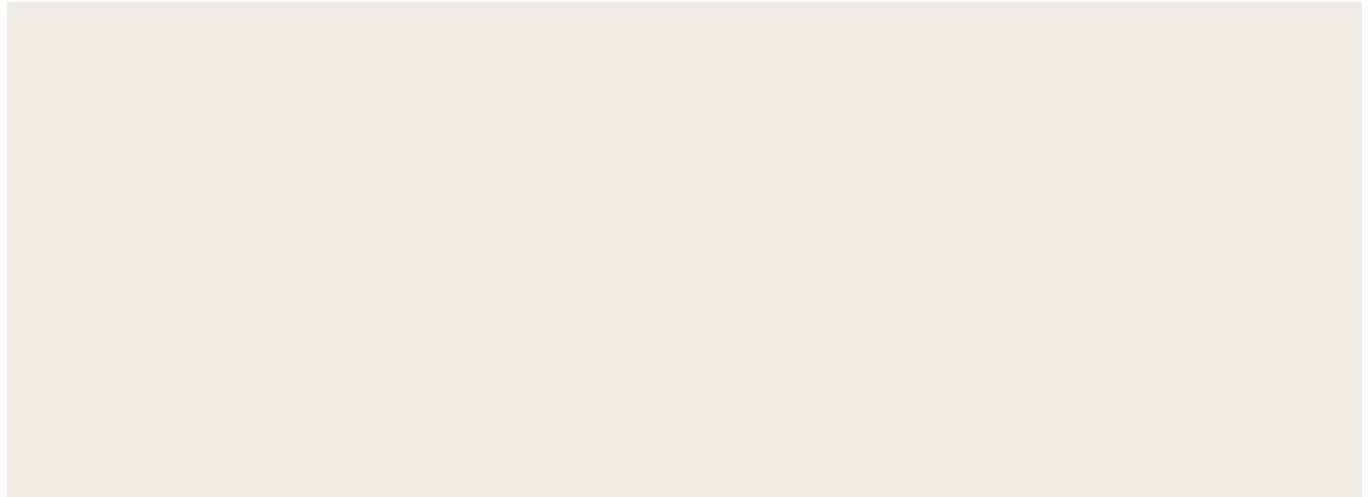
1) Creating a realistic goal

2) Establishing a goal that your whole being can say yes to

# Phase 1- Creating a realistic goal

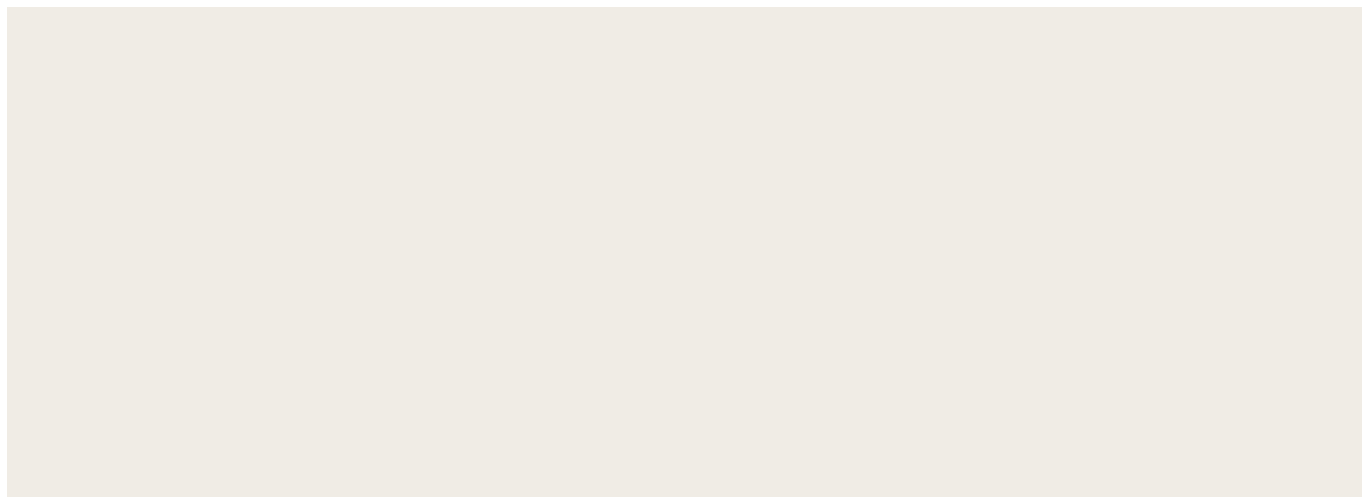
Just reading that may give you a chuckle as you think of a past goal that now seems absurd. In my experience, people set unrealistic goals all the time and have no awareness that this is the case. This can result in deep disappointment. This year, let's start off on the right foot

1) You have a goal in mind, what is it?



2) Is the outcome stated positively?

Look at what you wrote in #1. It's really important that you know what you want rather than what you don't want. The point is that if you focus on what you don't have, that is all you will see.



### 3) Is the outcome self-initiated and maintained?

I've heard executives say, "We're going to increase sales by 10% this year!" or "We're going to increase the number of people signing up for our training by 15%." Those are appropriate wishes but unmanageable goals. I can't make people buy or sign up for anything. What I can do is find ways to make what I am offering more attractive to those whom I'm trying to reach OR offer more of what people want. Those options are self-initiated and self-maintained.

### 4) Is the outcome measurable?

What will you see, hear and/or experience when you have the desired outcome?

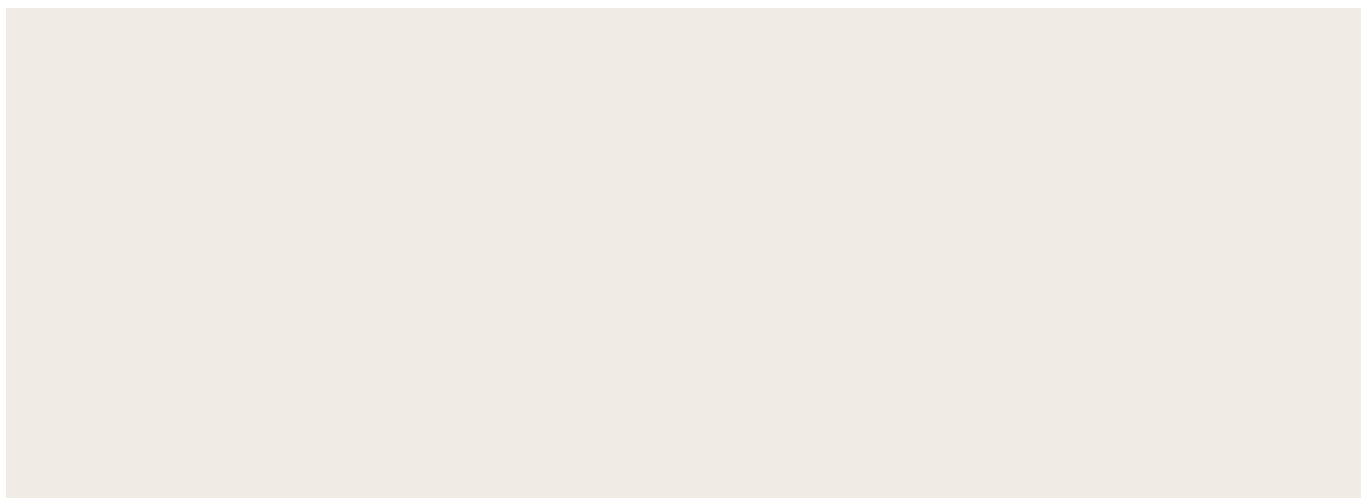
### 5) Is the outcome ecological?

That is, does the outcome solve more problems than it creates? Does the increase in sales effort exhaust or burnout the sales team? Are you sacrificing your health to get someone's love? You can put in more hours at work to make more money, but it may create relationship problems at home.

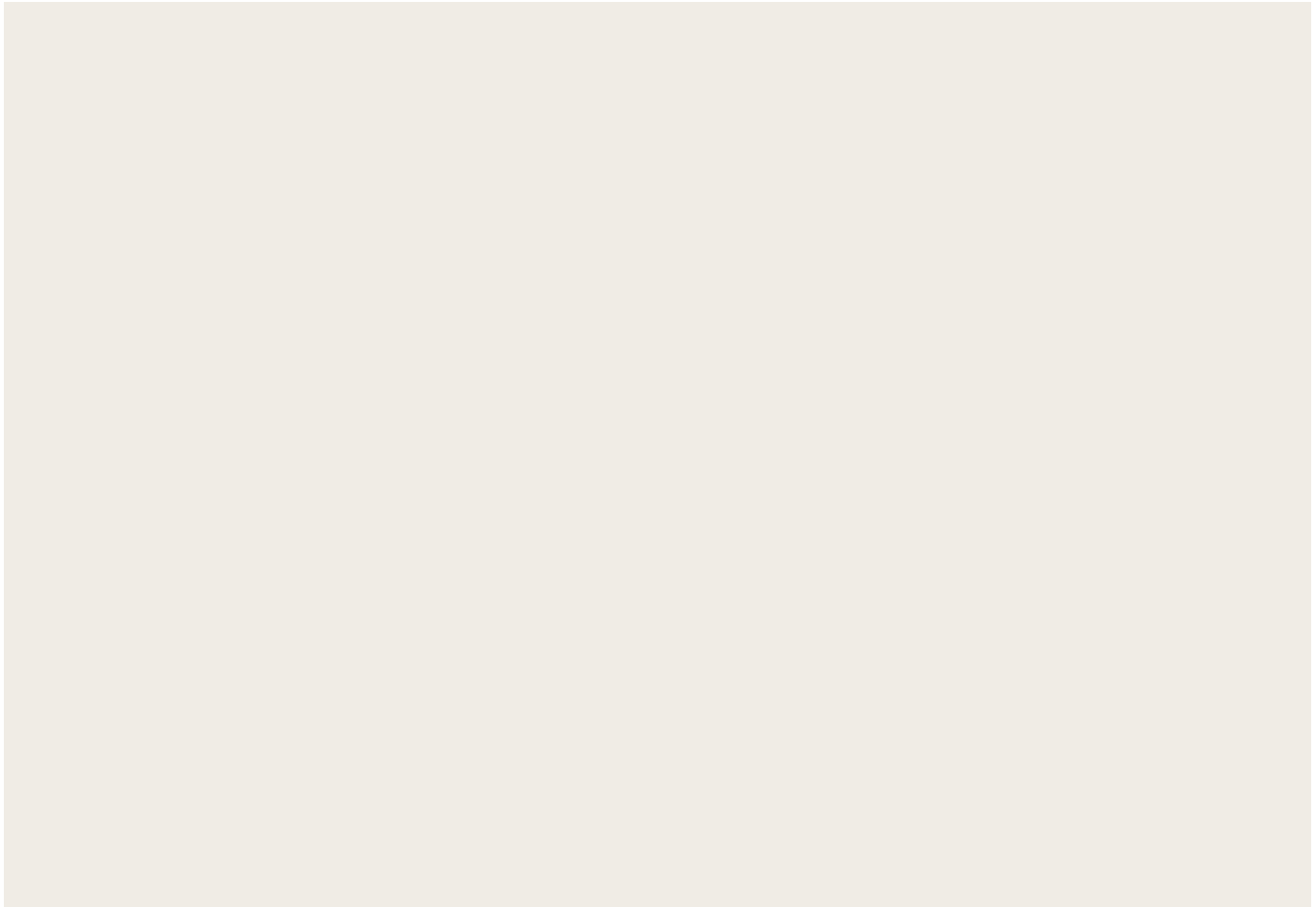


### 6) Is the outcome possible?

A desired outcome of being able to play basketball in the NBA is not possible at my current age. I could, however, increase the percentage of made free throws.



My new, well-formed goal is:



An example of a well-formed goal

Here is a personal one with this guide: My goal is to provide information, tools and/or processes for those who wish to make plans and strategies for immediate or long-term successes.

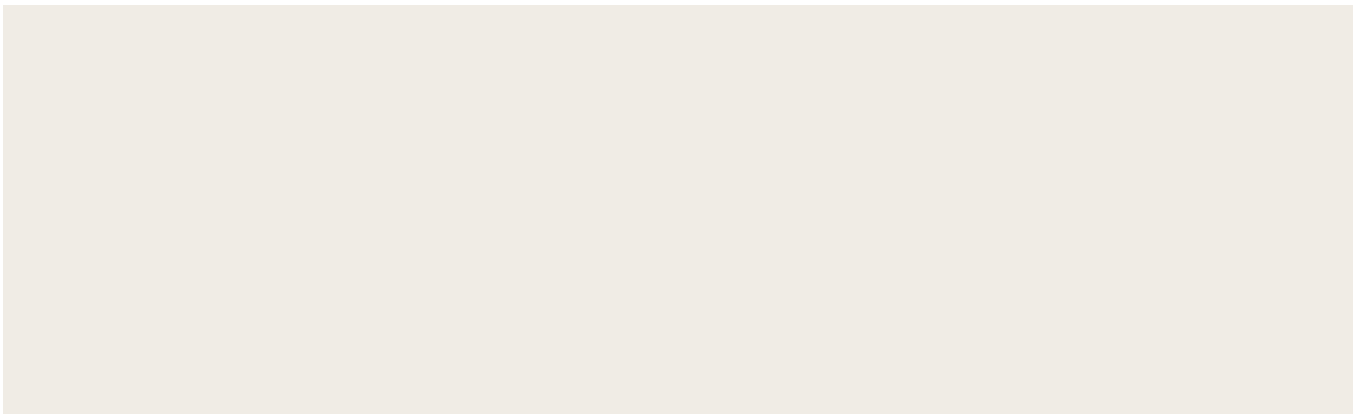
Now that you have a well-formed goal, let's move on.

# Phase 2- Establishing a goal that your whole being can say yes to

Above, you established your goal. Maybe it's some general concept, like improving health or mobility. Or maybe it's more specific such as changing eating habits or making your business more successful while working less. This next set of steps are almost like doing a writing meditation.

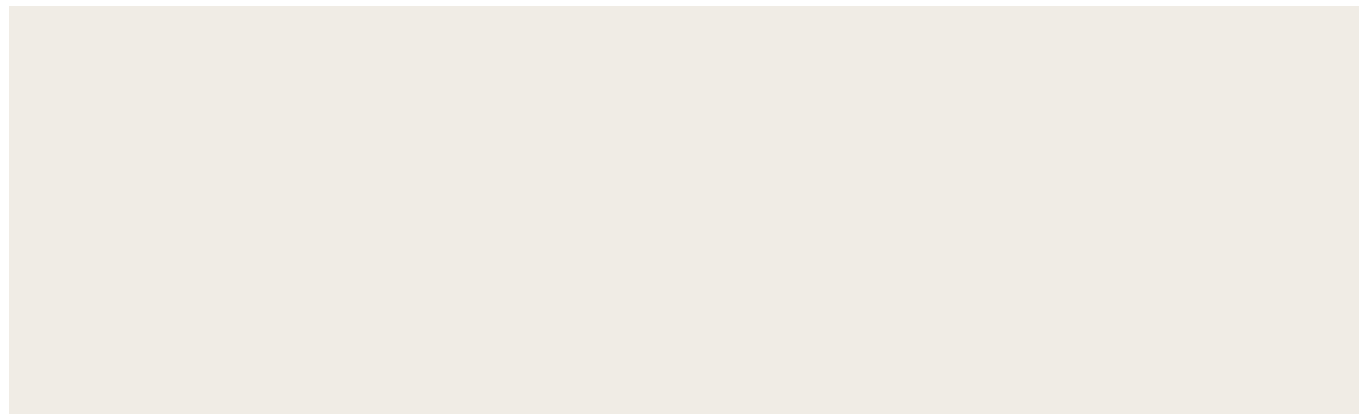
## 1) Where will you be doing this?

What would you see, hear and feel in this place? For example, if you are going to exercise or do Awareness Through Movement® lessons describe the space in which you'd do it. If you're working on a business plan, you might describe your office.



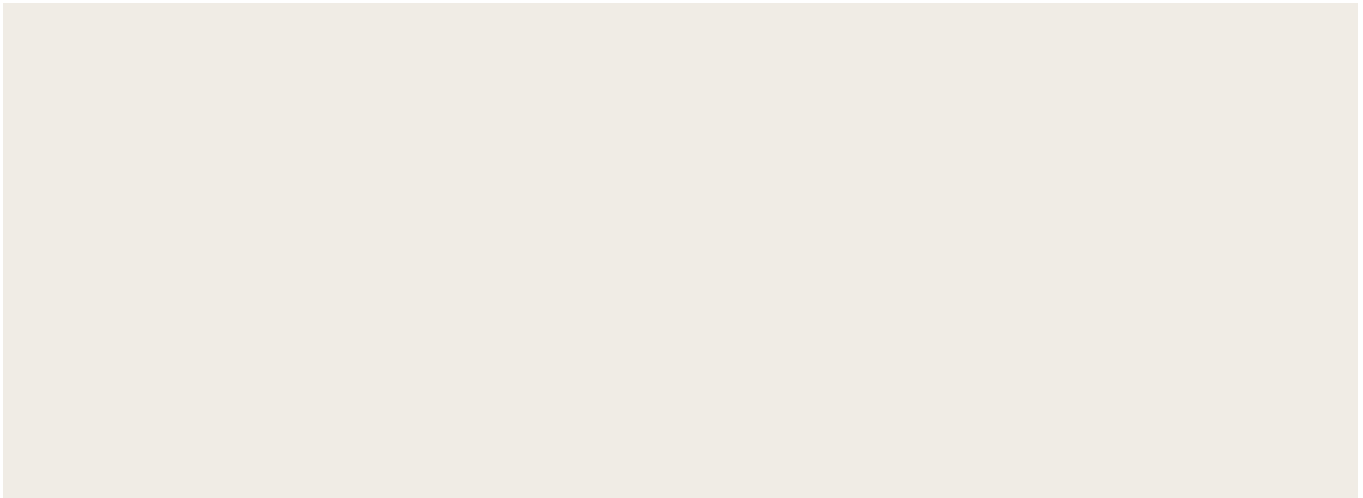
## 2) What activities would you be doing in that space?

For example, selecting free weights or laying out a mat. Listening to directions and following them. If it's something like a business plan, what specifically would you be doing? Really detail a few key items out.



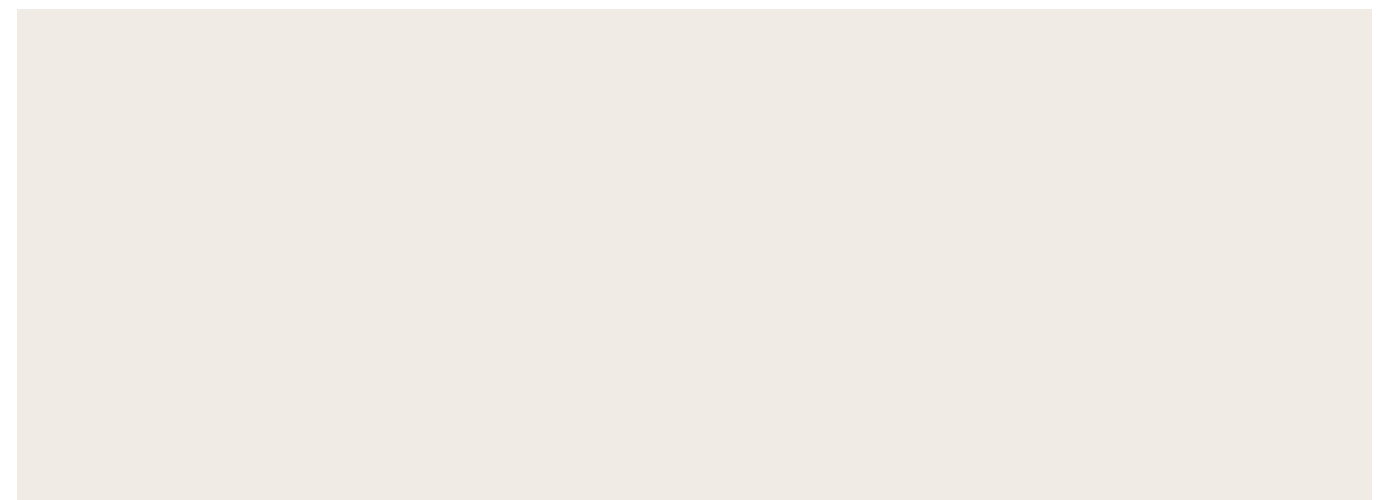
3) What capabilities would you be demonstrating with those behaviors?

For the Awareness Through Movement® lessons, you would demonstrate the ability to listen and translate language to action and follow directions in the best way you can while taking care of yourself. In business planning, one would demonstrate the ability to imagine a future, decide what's important to achieve and create ways to achieve them.



4) What beliefs and values are you demonstrating?

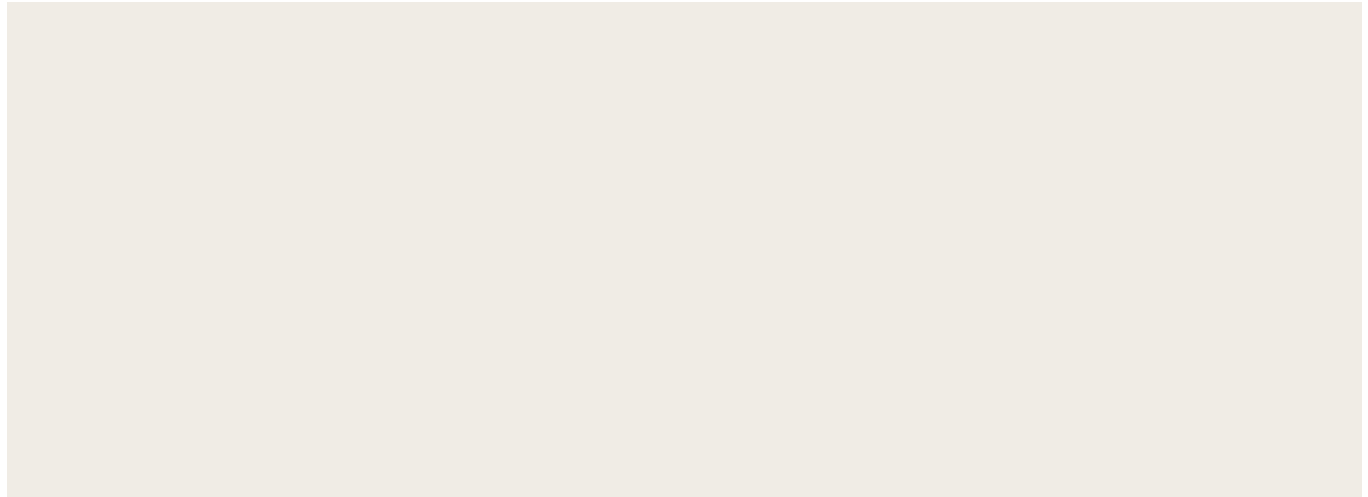
Perhaps you value feeling and moving better, and you believe that it's possible to improve. The business planner may value serving more people, increasing revenue. Also, you believe the new behaviors in the business plan will accomplish that.





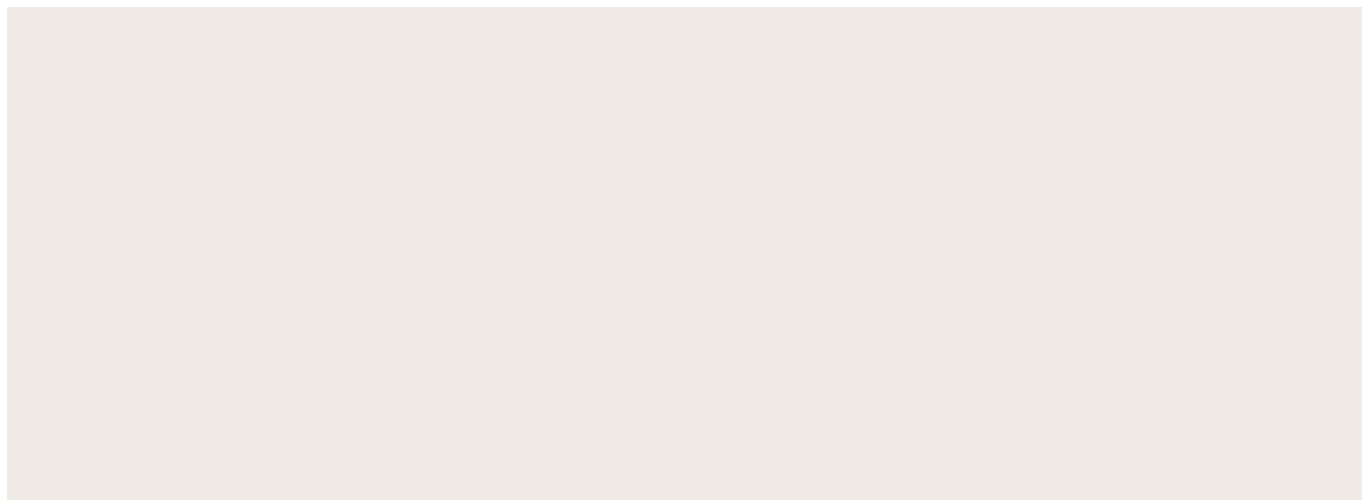
### 5) Who are you as you demonstrate these beliefs and values?

The answer to this is a metaphor. Examples are things like a dancer dancing, an eagle, a fountain, a river, a mother bird, etc. Don't try too hard. Maybe close your eyes and let the answer/image float up from within you.



### 6) What purpose does that metaphor serve?

Why does it exist? What would the world miss if it did not exist? When I first did this exercise, my metaphor was an eagle and it existed because it was an ecological necessity.



7) Now that you have this purpose, you have something that can enhance or even reshape everything that led up to discovering it.

Take this purpose and begin to work backwards through the steps. This means, go to #5 and as you consider the metaphor, in light of your purpose, what changes in your sensation and what you know and feel about it? In each step, you want to say out loud in your mind or even on paper what you are noticing. But let it be more of an imagery process than an intellectual one.

Then, continue by taking this purpose to step #4 beliefs and values, step #3 capabilities, Step #2 activities, and finally notice what it is like to be in #1 that space with this purpose.

## In conclusion...

We can become fixated on the goal but the journey to the goal is really where the growth is. Reaching the goal may, in the end, not be so important. By taking the time to do the above steps, you are giving yourself the gift of clarity, of possibility realized, and of knowing more about your place in the world.

Remember, there is no failure, only feedback when you prioritize the journey. Set a realistic goal, make it congruent with your whole being and watch life unfold differently.