

THE REAL ESTATE

C L U B

SEVEN STEPS FOR FULFILLING A 2020

Seven Steps for a fulfilling 2021

Let's get clear on where you have been, where you are now and where you would like to go. Despite the obvious problems with 2020, we'll look for the good in 2020.

What did I love about 2020?

What was extremely important to me in 2020?

What were some of my magic moments? What was magical and extraordinary?

What did I accomplish in 2020?

What are the things I wish to duplicate in 2021?

What did I hate in 2020?

What was challenging in the past year?

What do I not want to have happen again?

What did I learn by going through these experiences? Why were they incredibly valuable?

What decisions did I make in 2020 that were empowering for me?

What were some of the most important decisions of this year for me?

What decisions might I make next year as a result?

GET CERTAIN.

List some things that were once merely a goal, dream or desire. What are some of the big and little things that at one time seemed extremely difficult or impossible to achieve or acquire?

Think about the 2 things most difficult to achieve. You may not have done it consciously, but it's likely something stimulated you to want them- so much so that it may have become a magnificent obsession for you. Then, did you focus on it continuously? Did you put a lot of emotional charge into it. Did you actually create a plan? What were the steps you went through?

Get excited!

Now you are clear on where you have 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....

In a peak state, write down every goal you think you'd like to accomplish in the next 20 years. Be sure to include anything you want to do, be, share create, have, 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 any limits. Be sure to keep your pen moving as fast as possible!

When you have 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, 2-3 years, 5 years, 10 years, or 20 years)

Get focused

Out of your list of goals, from step 3..... circle your top four one year goals. Out of your entire list, what do you want most? What are the top four goals that, if you could achieve them this year, would get you up early and keep you up late with excitement?

Get committed

For each of your top four 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?

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. Look the tiger in the eye.

Get momentum

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

Decide now! What is one small thing you will do immediately toward achieving one of your top goals, (eg making a phone call, booking a meeting, getting on the internet to research, signing up for a seminar, being accountable with your coach etc?)

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

Get smart!

To make sure you follow through, you have to get smart and measure yourself consistently. Remember, most people set New Years goals and have no plan or direction, take no action and then measure again next new years. The more you measure something the better it gets. You must resolve now to measure your specific progress daily or at least weekly. How are you going to make sure you measure yourself consistently?