



What do You Need for Your Life Success? How Do You Take Challenges, Provide Solutions, and Accomplish Success?

“Everything you need, you have right now, to get where you are supposed to go!” (Ted Landgraf)

The reality is if you want to go somewhere, you must utilize what you have today. You must start thinking in a new way that will allow for solutions, out of the box thinking, and optimistic reality.

Wow ...!

This sounds like a very blunt, factual, and assumptive thing to say. The reality is that to get where you want to go, you must utilize what you have right now. You may be in a position where there is a lack of funds, time is not on your side, you are ahead of the market, you do not have the right people in your organization to move things forward, credit is lacking, clients are slow to pay, and a host of other things.

The reality is if you want to go somewhere, you must utilize what you have today. You must start thinking in a new way that will allow for solutions, out of the box thinking, and optimistic reality.

- The most important part is to know what you want to accomplish in your position, your company, your career, your personal life, and any other part of your life.
- The second thing you need to know is “where am I at right now”?
- And the third part of this equation is: “how am I going to get there”?

All three areas require some planning – what I call an assessment with continual assessments. Goals, Future, and Mission

The first assessment requires taking some time, honesty, and no interruptions. I recommend you create your goals in distinct categories, such as: (1) Work/Career; (2) Personal; and (3) Other (see table below). All three areas should be broken down into quantifiable areas and time frames, such as daily, weekly, monthly, one-year, two-year, three-year, four-year, five-year, ten-year, twenty years, and lifetime. The weekly and monthly areas are more of what I call “the building block areas” because these are the little things you conduct daily, weekly, and monthly that result in your goals being accomplished.



Assessment #1

The table below provides an outline for Assessment #1. I have placed some examples that will help you get started.

Important

As you work on this, think through each area, place them in the table, edit, and finalize, one of the most important actions are to come back to what you have written, update it, add more areas that have come to your attention, and hold your activities each day accountable to what you have written down. I would review at least once per week. The table below will become a part of your compass to see if you are staying on course. If ships need a map and a compass, what makes us any different?

As you review each area regularly, rate yourself from one to a five (five being the best and one being poor) in all three categories so that you can honestly and accurately assess your activity and energy properly. This will provide a basis as to where you need to improve upon and get help with.

Daily, Weekly, Monthly, Annual, and Life Goal Categories

- Work & Career Goal/Area.
- Work & Career Goals Status (Accomplished).
- Personal Goal/Area.
- Personal Goals Status (Accomplished).
- Other Goal/Area Other.
- Goals Status (Accomplished).

Daily Goal Examples

- Follow up with all emails personally.
- Exercise for 30 minutes on the treadmill.
- Give to those in need without them knowing it was me once per month.
- Write down what you need to accomplish at work for your boss, those that report to you, your clients, etc. and follow through with action and accomplishment.
- Drink eight glasses of water per day.
- Pray for all those that I know.
- Spend two hours per week learning new areas about my profession (class, book, lecture, tape, etc.).
- Eat fruits and vegetables throughout the day.
- See things from other people's perspectives.



- Be prompt in following up with all voice mails.
- Spend 30 minutes per day reading areas that interest me.
- Spend time with my spouse talking, sharing, and listening without interruption.
- Be on time, organized, and well groomed.
- Get 7 to 8 hours of sleep.
- Do not talk “to” but “with” my kids.

Weekly Goal Examples

- Do not work on Sundays.
- Sleep in on the weekend.
- Go on a little get-away with family.
- Do not work more than 60 hours per week.
- Work in the garden.
- Clean House.
- Accomplish all work goals, steps, and tasks outlined at my company, for my clients, and provide on-time best client services.
- Read about History.
- Read Wall Street Journal at least three times per week.
- Work out four to five times per week.
- Expand company with new clients and recent sales members.
- Cook dinner twice per week with new recipes.
- Stay within budget.
- Read the goals planning worksheet and assess where I am at, what needs to be changed, and added for success.

Monthly Goal Examples

- Meet Budget.
- Have some down time to re-energize.
- Give something to a new organization (time and money).
- Recruit Partners.
- Finish reading the “Go Giver.”
- Apply “The Principle 4:8” into metric terms.
- Select One Person and Develop into a Leader to Lead.
- Add dollars in savings for France trip, fence, and addition to house.
- Add Five Clients.
- Add money to SOW Foundation.



- Complete Monthly Newsletter.
- Read the goals planning worksheet.
- Complete Monthly White Paper.
- Complete Client Training.
- Complete Partner Trainings.
- Conduct 4 New Introduction Client/Partner Calls per Day, twenty per week, and eighty per month.
- Conduct forty new introduction calls for specific solutions per day, two hundred per week, and eight hundred per month.

Annual Goal Examples

- Provide bonuses to all employees.
- Go to Disney World.
- Provide more funding to our foundation (SOW).
- Select 20 New Partners.
- Continue with International Program.
- Acquire one hundred New Clients.
- Finish writing Moses Book.
- Stay within budget.
- Empower Kids Success in their Purpose in whatever way it takes.
- Foundational efforts and support for different areas of Non-Profit work around the globe.
- Continue to be a debt free company.

Continue with your two, three, four, five, six, seven, eight, and nine-year plan.

Ten-Year Goal Examples

- Have five hundred engaged global partners.
- Visit France, Italy, Germany, England, Spain, Greece, Australia, New Zealand, South Africa, ...
- Continue to fund SOW Foundation and provide funding to those organizations, people, and areas to which we are led.
- Be a \$200 Million Company.
- Serve people in all places always.
- Business - Client first in all things.
- See all kids through college (pay cash).



- Attract only the best and hire only the best who always serves other first.

Continue with 20, 30, and 40-year plan, and life plan!

Current Position and Challenges

The second assessment involves evaluating where you are at with money, time, challenges, etc. The table below is a great tool to get you started. Remember, think out of the box. Do not look at the glass half empty but look at the glass half full. Have you ever noticed after a long day of work, how much energy you have when you know you must go home and clean the house? Yet, if a friend invites you to a sporting event, a show, a movie, or out to dinner (things that you like), suddenly you have energy that you did not know you had.

Assessment #2

This same principle holds true to how we evaluate things, challenges, problems, and life! To get to where we want to go, we must look at the things that we do not like to do, or the areas that are more difficult, to see our goals accomplished.

Challenge (Problem), Solution, Accomplish

Divide your present and near future into these three categories so you know what you have, are up against, and list potential solutions and how you might overcome. Once you have accomplished (succeeded, overcome), document the day and how to see your daily progress.

Challenge, Solutions, and Accomplished?!

Challenge

Not enough money.

Solutions

Get a second job / start a business / Review your taxes and explore more tax write-offs / Cut back on expenses / Etc.

Accomplish

Challenge

No college degree.

Solutions



Evaluate all the alternatives / Financial Aid / Scholarships / Colleges / Start with a few classes and set a period of what you will do each year and when you will be completed.

Accomplish

Challenge

Failing Health.

Solutions

See your doctor about starting a workout routine of walking each day – start small and build from there.

Accomplish

Challenge

Work too many hours.

Solutions

Start reviewing how organized you are – assess what you do each day with a time audit – how productive are you really being?

See about having a closed door for a few hours each morning to concentrate on things that take a lot of focus and energy. Have an open-door policy from the hours of ___ to ___. Return phone calls at a certain time each day to those who have left voice mails.

You can do the same with emails. I do most of my email responses in the morning.

Accomplish

Challenge

My company is facing budget deficits.

Solutions

What do I do? You can reduce costs with the goods and services you are already purchasing. ATS has a tried and tested procurement cost reduction and procurement outsourcing process that has reduced costs with every cost reduction process since 1981 – we can do the same for you!



Accomplish

Challenge

How do I not lay people off?

Solutions

As stated above, we can reduce your costs, thus providing more for your bottom line!

We helped one company reduce costs in the millions every year, thus creating more for their bottom line. This created money they did not have before.

Accomplish

Challenge

How do I start my own company?

Solutions

Find out what you want to do, how committed you are, what areas interest you, what strengths, and weaknesses you have, and evaluate the possibilities.

From this, analyze what will do best for you, with your time, money, and abilities.

* Decide whether you want to start your own company or collaborate with a company as a partner or

Accomplished

Challenge

I was just downsized ...

Solutions

What am I going to do now? Well, the world has changed. Many people in their forties through their sixty's is having to reinvent themselves, change positions, start their own business, look at alternatives, and face the global economy that is affecting every single one of us greater than 20 years ago!



Solutions

Start your own business, become a partner of a trusted firm, grow your skills, become more valuable,

Accomplished

As you have read above, we could continue writing and adding hundreds of areas. It is absolutely of the utmost importance that you write these areas down, evaluate them, think out of the box, and write down any potential solutions that come to your mind. Do not take the attitude of "I cannot do this"! There is no one else on planet earth that will be able to position you, but you alone in your willingness, attitude, and initiative-taking approach.

Solutions and Steps

The third assessment involves "how am I going to get there"? If we evaluate your present situation, your analysis, your goals, what you want to do, and where you want to be in the future, we must look at the tools that will get you there. As an example, "I want to make more money at my job." First off, what do I do? Analyze your current skills. Do I need more college, a degree, another degree, a Master's, etc.? One of the things that you can do is give more, have a positive attitude that you will not complain and/or gossip and you will do whatever your boss asks you to do (unless it is unethical and not legal). Of course, there are so many other things you can do to enhance this area, not only adding to your resume what you have done, but also bringing notice that you are of value.

Assessment #3

The table below provides a platform to work from. Write down and track your goals with an accomplishment tool to succeed in your goals.

Goal

Earn More Money.

Accomplishment Tool

- Go to college.
- Start a business.
- Become more valuable in your skills.
- Become a partner in a firm.
- Grow as a leader.



Goal

Become debt free.

Accomplishment Tool

- Become more valuable in who you are in your personal and business life.
- Find a new job.
- Work on the side.
- Cut costs.
- Save more while cutting costs.
- Pay cash for all things.
- Become a partner and work on top of your job.
- Find a business model where you have recurring income in the services and solutions offered.

Goal

Spend more quality time with loved ones.

Accomplishment Tool

Schedule certain times each week where there are no interruptions.

Goal

Work less hours.

Accomplishment Tool

Become more organized, go home at a certain hour, work from home, telecommute, work 4-day work weeks, etc.

Where are You Going?!

If you do not have a compass, you will be tossed back and forth in the sea of life and not end up where you want to go.

Take some time, write down what you desire, and hold yourself accountable weekly (not weakly) to these written goals, ideas, and solutions.

Continually assess yourself, where you are, and what you are doing. Do the actions, thoughts you have, and desires align with what you have written down?



What are You Doing Today to Make things Happen?!

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