



5 Tips to Kick-Start your Year

21 January 2013

Hello

Yes, I know that 2013 is already three weeks old. However, sometimes this can be quite a good time to set your priorities and goals for the rest of the year. If you have already done so, then why not re-look them. If you haven't, then what is holding you up?

1. **Set goals.** If you don't have any direction then you tend to wander around and get lost. When you set a course, well, you are more likely to follow that course and get to where you want to go. Read and review your goals and action plans every single day unless you are on holiday. A goal is something that is specific and has a timeframe. Set your goals based on what you love to do. Live according to your passion. If you have a goal that does not excite you, or even worse, that you dread working on, you have already set yourself up for failure. If you truly have to achieve a goal you hate, look and see if you can reframe the goal in a way that appeals to you. One of my clients did not enjoy selling, but he could get quite excited about the red sports car that his bonuses would buy.
2. **Surround yourself with people who have already done what you want to do.** You literally will "absorb" some of their success. You will take in, and take on, their thoughts and behaviours. And walk away from those who tell you that you cannot do whatever it is you want to do. Whatever the goal is that you want to achieve, the chances are high that someone else has already done it. So chat to them. Email them. Find out how they did it. Most people are keen to share their successes and to help you achieve yours.



3. **Know yourself.** Know what motivates you. Know what energises you. Know your strengths. Know where you fall down. Know what stops you from achieving your goals. Then do what you love to do, do it well, and you will be successful. Not only will you be

successful, but you will be authentic. And there is something very attractive about people that we call "genuine".

4. Don't give in to fear unless the fear has a very real purpose, like saving your life. If you are scared of jumping off cliffs, well good, that fear might very well keep you alive. If you fear rejection, or fear being alone, or are terrified of what the neighbours might think - well - that fear could stop you from living your best life. Give up worrying about what other people think of you, and do what you believe you need to do. As long as you can live with what you have done, that is ok. And the truth is, other people are so worried about their own lives they really don't think too much about what you are doing. So stop scaring yourself with fears of rejection and embarrassment and failure. If everything is easy then you are not growing. Learn to face your fears that you want to overcome. The more often you do so the better you get at it. And the further you move ahead in life.
5. You have to have time off. Great ideas present themselves when you are relaxed. Maintain a balance between work, play, and family. You can put in crazy hours for a short-term project, but if it becomes a way of life you are in trouble - with your family, your health, and yes - even your business. Your brain needs a rest. It needs oxygen and glucose and sleep. Cut these out and you reduce your effectiveness.



And if you need some assistance then look out for our February 2013 Seminar on Setting and Achieving Goals.

Achieving Your Goals Seminar: Saturday 23th February: 8.30 am to 1.00 pm: Johannesburg

- *Do you set goals but seldom achieve them?*
- *Do you want to learn how to set and achieve goals in any area of life?*
- *Do you set goals and start off well, but find that life gets in the way and so you forget about them?*
- *Do you battle with procrastination?*
- *Do you struggle with self-motivation?*
- *Do you know how to break bad habits and create new positive ones?*
- *Do you find doubts and fears get in the way of you achieving your goals?*
- *Do you know how to get moving again when you feel stuck?*

To read more go to: [Setting and Achieving Goals Seminar February 2013](#)

With best wishes

Penny