

EXPLORE YOUR ENTHUSIASM

EPISODE 163: HOW TO GET YOUR 2017 GOALS

It's the halfway point of 2017!

How are your goals coming? Are you halfway through your goals? Or can you see how you're building momentum and will be there soon?

Or, are you realizing that you're NOT halfway to your goals?

Today we're going to talk about what to do about the goals you haven't reached and how to reset your goals and process, so you can get where you wanna go by the end of the year.

First of all, deep breaths, wherever you are is EXACTLY where you should be. In fact, what we're going to focus on this episode, and what I want you to focus on in your own thinking about your goals, is NOT where you "thought" you'd be, but on getting really honest and clear about where you are and where you TRULY wanna go next. We're going to use your new year plans to learn what's really happening, not as a tool to flog yourself for where you aren't.

This episode has a worksheet full of the questions I'm going to ask you here; you can find it at the end of this transcript!

LET'S START WITH YOUR PLANS:

What were your goals for 2017? Did you break them down into smaller goals?

- ★ How'd it go? Are you where you thought you'd be?
- ★ How do you feel about that?

It's important to stop at this point and journal about it - both where you thought you'd be and how you feel about it. This will be the data you use to set your next goals, and to pick your next direction (or decide to stay with this direction).

It's very easy to decide on a path and then just stick with it, no matter what kind of feedback we get, both from our internal and external worlds. However, it's much more sustainable and you'll grow much quicker if you regularly stop and reassess: What am I learning here? What can I tweak or change to move more quickly? And sometimes that reassessment is going to tell you to go in a totally different direction.

Now, if you're on track with your goals and you are feeling awesome about them: YAY! That's totally great! Your next step is to look at what needs to be done next, break it into a 3 month goal and then make a map to get yourself there. You can use my book, [Map Your Business](#), to help you make that plan.

If you're not on track and/or you're not feeling great about it, that's ok! You are not alone! This happens to all of us, all the time. We are doing something totally new, creating something that doesn't exist, it is NORMAL to need to change things up.

As you're looking at what your goal was for the year and what you need to change to feel great, you have a few options:

1. Change your goal.
2. Change how you go about it.
3. Change your actions.

Let's talk about how you know which one you need to do.

Change your goal

When you look at your goals for the year, if you can see that you're clearly NOT moving toward on them, I want you to take a minute to ask yourself: Do I still want this goal?

There are all kinds of reasons for not wanting a goal anymore - maybe your life changed, maybe you learned what the goal will require and you're not interested, maybe you realize it was just a "should" and not what YOU really want.

No matter the reason, don't beat yourself up, just recognize that you don't want it anymore (or right now) and LET GO of it. Instead, go back to the bigger picture - your mission and your life - and set a goal that feels more in alignment with what you want from your life. You can use [Map Your Business](#) to get this big picture clarity and then break it down into steps to take and make a plan.

Another reason people decide they don't want a goal is because they stop believing it's possible. They realize the level of work required and they think: *OH man, I can't do that! I'm not good enough/worthy enough/talented enough.*

If that's the reason you give for not wanting this goal: STOP. The question we're dealing with now is not whether you can DO it, the question is: do you WANT it.

If you really want it, the next question is: are you willing to become the kind of person who CAN do it? Are you willing to put in the work? Are you willing to be patient? Are you willing to work on all the self-doubt that WILL come up as you work towards your goal? If so, keep going.

Change how you go about it

If you DO still want this goal, the next question is: are you going about it in a way that makes sense? Maybe you wanted a book deal, so you decided you needed a bigger audience, so you spent all year learning everything you can about Instagram and trying to grow your following. Well... is that working for you? If you feel great about your progress, great! If not, maybe it's time to shift your focus to something more related to a book deal, like writing a proposal!

Maybe your goal is a specific number in revenue, and you've spent your time setting up your email list and writing long emails each week - if you have a plan for how this will increase sales, or if you can see it's already increasing sales - awesome! But if not, maybe it's time to focus more on sales - making clear CTAs in your Instagram post, sending different kinds of emails that are directly related to a product, etc .

In other words, make sure that you're truly taking action that will get you to your goal! I get a lot of emails from people who are stuck at this point: BUT WHAT ACTIONS?

Here's what I know for sure - you know what you need to do. You know if you need to do the basics for your business:

- ★ Make product(s)
- ★ List product(s)
- ★ Clearly describe product(s)
- ★ Share about the product(s) regularly (more than once a week)
- ★ Engage with potential buyers

That's truly the basics - if you're not reaching your goals around growth, you need to revisit that cycle and do it some more.

If you have a goal about something other than growth - like focusing on a specific tool, or getting more peace, or ease, or taking more time off - you know what you need to do for that, as well.

Don't ask someone else, sit down with a journal and ask yourself: What do I need to do to reach this goal? REALLY?

Change your actions

You may have the right goal and the right plan... but are you actually taking action? This is super-simple, you just need to get honest with yourself. Either you're taking the action needed, or you're not. Or maybe you are, but not at the *volume or intensity* you need to.

If that's you, deep breaths!

- ★ Give yourself permission to be where you are.
- ★ Forgive yourself for what you didn't do.
- ★ Then take action.

Ok, I hope that helps you plan the next half of your year, in alignment with where you REALLY wanna be. I hope you've learned big lessons so far this year and that you are putting them into practice.

MID-YEAR REVIEW

What 2017 goal(s) did you set at the beginning of the year?*

How's that going?

Did you break it into smaller goals?

How did those go?

How do you feel about the goal and your progress towards it?

Feel good? *Awesome!* Get back to work! :)

Don't feel good or not making progress? Answer the following:

Do you still want this goal?

If not, what would you rather have/be/do?

If yes, do you like how you've been going after it? (Or: Is it working?)

If not, what do you want to change?

What else could you experiment with?

Be honest: Have you been taking the actions required to make this happen?

If not, why do you think that is?

What's REALLY getting in the way?

*Don't have a clear goal or path, check out [Map Your Business](#) - it'll help you get clear on your direction, no matter what time of year it is.

