

Just Get Serious® About Success

15 Insights for Achieving Your Goals & Dreams

As you think about all your goals and dreams, are you working hard or hardly working? Only you know for sure. -Donna Satchell -

Are you behind on your goals and dreams for this year? Do you need more motivation to move forward or move faster? Does the economy and these challenging times make you feel lethargic? Does the news have you feeling discouraged? If you answered "yes" to any of those questions, this article is just what you need because I am sharing 15 great tips from my book **303 Solutions to Reaching Goals & Living Your Dreams**.

I wrote this inspiring and insightful book with several other speakers and trainers. In these trying times, we can all use information on how to stay positive and make progress. May what you read below spur you into action, keep you moving, or help you do more. As always, feel free to pass along this article to family members, friends and colleagues.

1. The first sale is always to yourself. When you talk to yourself, what do you say? Are you "sold" on your ideas, goals and dreams. Constantly talk to yourself in positive vs. negative ways.

David G. Lewis (tip #210)

2. Treat your time as if it was as valuable as money. Reaching your goals is going to take lots of time and energy. Watch how you spend both of them. It is an indication of how important you think your aspirations are.

Donna Satchell (tip #17)



3. A goal must be specific and measurable. If your goal is vague and nonspecific, how will you know when you have achieved it? Here are some examples. "Spend more time with my family" is not an adequate goal. However, the goal, "Be home in time for supper four nights during the week" is very specific. "Increase sales" is not as good as "increase sales by 15% over last year." With measurable goals like this, you have something concrete to shoot for and will know if you succeed or not.

Mike Monahan (tip #128)

4. Woody Allen said "Eighty percent of success is just showing up. Make sure you showing up." Show up for networking events, organization meetings, volunteer activities and everything else you have committed to doing.

Donna Satchell (tip # 172)

5. Have a good handshake that shows people you are on your way. Don't ever be accused of having the "dead fish," "limp noodle," "death grip," "knuckler," or "lobster pincher" handshake. Instead, master the art of the "equality" handshake. The webbed fleshy part between your thumb and forefinger should connect with the other person's. Have a nice, firm grip. Give one to two pumps, then exit the handshake! Don't overdo it.



Mandi Stanley (tip #126)

6. **Stay focused.** Keep your eyes on the price, in spite of what is taking place on the sidelines.

David G. Lewis (tip #148)



7. **Avoid the naysayers and disinterested individuals.** Ever feel like you are surrounded by people who are not interested in your goals or doubt your dreams? They are as deadly as any disease because they drain you of your confidence, commitment, and enthusiasm. Those are the very things you will need to reach your goals. Whenever possible, avoid them. If you cannot, then limit what you tell them about your goals and aspirations. And take time to develop relationships with people who encourage, motivate and support you.

(Donna Satchell (tip #86))

8. **Remember the art of the thank-you note,** especially when others help you reach important goals. It's quick, thoughtful, and easy with TBA:

- **Thank** them for the gift or service
- State one tangible **benefit** you received
- Tell them what you **appreciate** about it and how much their thoughtfulness means.

Mandi Stanley (tip #51)



9. **Get comfortable with feeling uncomfortable.** Reaching your dreams is going to take doing activities that are outside of your comfort zone. That is why they are ambitious goals. It may be asking for help, giving a speech, attending networking events, or any number of activities. Take action despite the discomfort. These challenging experiences will make you stronger.

Donna Satchell (tip #160)



10. **These days our dreams should include multiple streams of income.** Inside of you are gifts and talents you are hiding from the world! Take that wrapping paper off! Sure it's good to look at, but it has no value because the gifts and talents are on the inside. You can enhance your income and increase your value! How? Use your genuine talents (often a hobby) to get paid.

For instance, if you're an educator with a great singing voice, earn extra income by singing at weddings and other events. If you're a cashier who bakes delicious desserts, market those desserts during the various holidays. Use your passion to be paid.

Keith L. Brown (tip #152)

11. **When you are feeling overwhelmed, clean out a drawer!** Tackle a desk drawer, file drawer, kitchen drawer or bathroom drawer. The process of organization engages your brain to help you regain focus. This will help you clear and reclaim control of your thinking. It will be easier to get back on track to taking action step that will help you reach your goal.

Cheryl Stock (tip #117)



12. **Avoid regrets by taking the risks necessary to get what you want in life.** Research indicates that when people are near the end of their lives, if they have any regrets at all, they tend to fall into two categories: regrets that they did not have better relationships with people they love and regrets about things they did not try. Don't let that happen to you.

Doug Smart (tip #173)



13. **We learn from two sources: experience and reading.** The latter is much easier and a lot less painful. Read everything you can about what you want to accomplish. For example, if you want to run a restaurant, dive into reading about running one. Absorbing lots of focused information will give you confidence, clarity, and credibility.

Doug Smart (tip #169)

14. **"The disease to pleasure to please will bury your dreams."** Avoid being a people pleaser. This is a sure way to not reach your goals. Do not fall victim to thinking you must make everyone happy. You cannot, and trying to do so is a misuse of the valuable time and energy you will need to reach your goals.

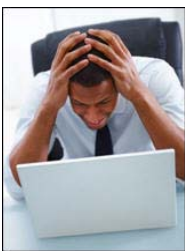
Donna Satchell (tip #179)

15. **Celebrate your small and large successes, even if you have to be the only one at the celebration.** If others are too busy, not interested, or preoccupied with their own concerns, do not let that stop you from celebrating your achievements. Take yourself out for dinner, treat yourself to a day at a spa, buy yourself a gift, or spend leisure time in a way that is special to you. I always say that "Celebration leads to the motivation to stay in the game." Don't ever miss an opportunity to celebrate.



Donna Satchell (tip #263)

The next tip is not in the book. However, I have been sharing it with my audiences and many people have told me how very helpful it has been. Although not new, many people do not practice it.



Limit how much time you watch TV and online programs focused on news that leaves you feeling depressed or discouraged. Yes, we must stay informed; however, we do not have to be inundated to the point where we feel like we are drowning in negativity. Also, be careful of watching too many of those "reality shows" with people screaming and cursing at each other. Seeing that kind of behavior over and over again, can start us thinking (on an unconscious level) that such actions are the way to handle life situations. Be conscious of the type of programs you watch and how they make you feel. Make knowledgeable decisions that do not get in the way of you pursuing and achieving your goals and dreams.

Donna Satchell

Wishing You the "Best of Success"
In All Your Endeavors

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