

Four Fundamental Factors to Systematically Achieve Your Goals



This is a perfect time of the year to make sure you're on track with what you want to get from this year. I use four fundamental factors to systematically achieve my goals.

Recently, I realized exactly why I fell short in meeting one of those goals and it was because one of the four fundamental factors was missing. The four fundamental factors are:

1. **Establish a Clear Direction.** Identify goals and objectives that get you closer to your desired vision. If you're saying, "I work with anybody who" when describing your ideal client, your direction is not clear enough. People can't put their hands around vagueness. Be clear on your product, services, and your target market.
2. **Be Committed.** Setting a goal is one thing and developing a plan is another. What gets your goals achieved is working the plan. So if you really are committed to growing your revenue over the next year, then write out a step by step plan to get there.

If you're on the fence in any place of your business, that's a painful place to be and there's likely a lack of full commitment. Get off the fence, make a decision and go with it.

3. **Have Built-In Accountability.** It's always helpful to have a coach, accountability buddy, or set an appointment with yourself to make sure you follow through on your commitment.
4. **Align Your Conscious Thoughts.** With each goal I set, I also define a Conscious Thought – an affirmation I tell myself each day. Recently, I noticed this was missing with one of my goals to live life healthy. Clearly it was missing because I set a metric to release weight and missed achieving that metric every year.

Why?

Because I missed grounding that goal in a mindset system, there were constant breakdowns. So I created an affirmation to say aloud each day, "I am healthy and fit." Each day I say this to align myself with my overall goal: to live life healthy along with other action items.

Review your goals. Notice if you're missing any one of these four important factors to systematically achieve your goals.

Lisa Mininni is the best-selling author of *Me, Myself, and Why? The Secrets to Navigating Change* and President of Excellerate Associates, home of the sought-after Entrepreneurial Edge System, which shows business owners how to automatically bring in pre-qualified prospects and turn them into invested clients 98% of the time. For her brand new eBook, *Get More Clients Now! 3 Steps to More Clients, More Money, and A Business You Love*, visit <http://www.freebusinessplanformat.com>