



# Your *Best* Year Ever



***Thrive in the New Year***

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TRAINING FROM THE BOOK BY MICHAEL HYATT





# INTRODUCTION

**Have your best year ever in ALL areas of your life!**

Spiritually | Emotionally | Physically | Financially | Vocationally

## *Overcoming Doubts & Limiting Beliefs*

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## *Closure about your past*

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## *Goal Setting*

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## *Finding your WHY*

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## **ACTION**

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## ***Part 1***

# ***Believe the Possibility***

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# OVERCOMING LIMITING BELIEFS

1. Recognize (bring to conscience level - get to at least 5)

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2. Record the belief (get it out of your head & onto paper)

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3. Review the belief (how is it serving you?)

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4. Reject/Reframe

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5. Revise the belief (write down a "liberating truth").

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6. Reorient yourself (catch yourself & start living as if it is already true).

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# LIMITING BELIEFS EXERCISE

LIMITING BELIEFS

LIBERATING TRUTHS

## CHALLENGE:

Finish your limiting belief/liberating truth exercise and set up a time to discuss it with your Sales Director by January 2nd.

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## **Part 2**

# **Complete the Past**

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# THINKING BACKWARDS IS A MUST!

“AN UNEVALUATED LIFE IS NOT WORTH LIVING.” SOCRATES



## After-Action Review Process

1. What went wrong?
2. What went right?
3. How can I adjust things for the future?
  - a. Booking / Coaching
  - b. Parties
  - c. Career Chats
  - d. Working with new consultants/team members

## Processing through the past:

1. State what you WANTED to happen
2. ACKNOWLEDGE with ACTUALLY happened
3. Learn from the experience
4. Adjust your behavior

## Values of Regret:

1. Tells us what is wrong
2. Moves us to DO something
3. Integrity
4. **FORGIVENESS**

*“Gratitude doesn’t make us complacent - gratitude enhances effortful goal striving.”*





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## **Part 3**

# ***Design your Future***

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# GOALS

THE MERE ACT OF WRITING THE GOAL BOOSTS ACHIEVEMENT BY 42%

S

SPECIFIC

M

MEASURABLE

A

ACTIONABLE

R

RISKY

T

TIME-KEYED

E

EXCITING

R

RELEVANT



# GOALS

## Achievement Goals & Habit Goals

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## 3 ZONES:

**Comfort Zone**

**Discomfort Zone**

**Delusional Zone**

*Happiness is NOT from comfort - it is from the growth and WHO you become in the process*



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# **Part 4**

## ***Find your WHY***

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# YOUR WHAT NEEDS A WHY

## LEVERAGE 5 ELEMENTS TO STAY THE COURSE

- Perspective
- A New Frame
- Have Self-Compassion
- Have a sense of urgency!
- YOUR WHY!

*“No one crosses the messy middle to reach their goals unless they really want what is on the other side of discomfort”*

### **Internal Motivations**

1. Identify Key Motivations
2. Record & Prioritize your key motivations
  - a. Brainstorm
  - b. Boil down to top 3
  - c. People lose their way when they lose their why
3. Connect with your Key Motivations
  - a. Intellectually
  - b. Emotionally
4. What's at stake for You?

# MASTER YOUR OWN MOTIVATION

**Grit** - the willingness to keep going when the odds are bad and enthusiasm has waned.

1. Internalize the reward
2. Be realistic about the commitment
3. Chains & Games
4. Measure the Gain
5. Incremental Wins

## *The journey is better with Friends*

Success is in your Social Circle - Peers matter:

1. Learning
2. Encouragement
3. Accountability
4. Competition

Choose your circle **WISELY**

*People who write down their goals and share them with SUPPORTIVE friends do better than those who keep them private.*

### **WHO ARE THEY?**

1. Understand the goal-setting process
2. willing to hold us accountable
3. willing to call us out when we make excuses
4. encourage & energize us when we hit the messy middle



# CHALLENGE

List your key motivators & prioritize them - then connect with them intellectually & emotionally. Share with your Director by January 2nd.

*Key Motivators*

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# ***Part 5***

# ***Make It Happen***

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# IT TAKES ACTION TO REALIZE GOALS

*Setting the goal is only half the job - the other half is taking definitive action*

Easiest Task First or Eat the Frog First..... KNOW YOURSELF!

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1. Take the next best step
2. Seek outside help
3. Commit to ACT

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**You can trigger success:**

1. Brainstorm the best triggers
2. Optimize your activation triggers
3. Anticipate obstacles & determine your response
4. Experiment until you nail it - don't give up!

# VISIBILITY IS ESSENTIAL

DAILY

WEEKLY

QUARTERLY

*“When facing challenges instead of **TAKING ACTION** we can coast on the good feelings of the dream without taking the necessary steps to realize it.” - The Law of Diminishing Intent, Jim Rohn*

**L** LEAN INTO THE CHALLENGE WITH EXPECTANCY

**E** ENGAGE WITH THE CONCEPT UNTIL YOU ACHIEVE CLARITY

**A** ACTIVATE - DO SOMETHING - ANYTHING!

**P** POUNCE - DO IT NOW - TAKE THE NEXT STEP

*“Waiting feels safe - but waiting kills the dream.”*

# CHALLENGE

*5-10 bookings by the 5th!*

_____	_____
_____	_____
_____	_____
_____	_____
_____	_____

Make or Update your vision board - do a quarterly review by January 2 and set up a time to discuss it with your Sales Director.

