

What Do You Want?

We all know goal setting is paramount to achievement. We lead people to a destination or a goal. Where do you want to lead? Here's a simple framework for you and your Teams' commitments to your goal.

- **Time:** Decide to be early or at least on time for each milestone of your goal.
- **Money:** Commit to staying on or under budget.
- **Play Win-Winn outcome:** Does the achievement of your goal benefit you, your customers, your team, your stakeholders, and the world. Establish the goal for a harmonious win-win-win-win-win outcome that aligns everyone's interests.
- **Dream BIG:** Don't be afraid to dream mammoth, ginormous dreams! Make sure your goal is worth leading people toward, just like Bill Gates' vision of a computer on every desk. Embody your own version of Steve Jobs' commitment to providing the most powerful, user-friendly technology experience on the planet!

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