

# **WINNER GOALS**

## **Focusing on the Target and Hitting Bulls Eye!!**

**By**

**CA (Dr.) Rajkumar Adukia**

**Author of more than 300 books,**

**Business Growth and Motivational Coach,**

**Member IFRS SMEIG London 2018-2020**

**Ex director - SBI mutual fund, BOI mutual fund**

**Ph. D, LL. B, LLM (Constitution), FCA, FCS, MBA, MBF, FCMA, Dip Criminology,  
Dip in IFR(UK) Justice (Harvard), CSR, Dip IPR, Dip Criminology, dip in CG, Dip  
Cyber, dip data privacy B. Com, M. Com., Dip LL & LW**

**Student of – MA (psychology), MA (Economics), IGNOU PGDCR, PGCAP etc.**

**Chairman western region ICAI 1997, Council Member ICAI 1998-2016**

# SET GOALS

1.

2.

3.



# TAKING CONTROL OF YOUR LIFE V/S LIFE TAKING CONTROL OF YOU

- Why is Goal Setting so important?
- You are either part of somebody else's plan, or you are part of your plan.
- When you take control of your life you become the captain of your ship and not the passenger on the ship. You will still enjoy the cruise on your ocean liner - but the only difference is you know where you are headed, and you have a plan of action which you will work on until you reach your desired destination.

# GOALS AND THEIR ACHIEVEMENT

- Edwin Locke, an American psychologist, developed a goal-setting theory to explain human behavior in specific work situations
- This theory believes that a person who has found his goal will also find the knowledge and skills necessary to achieve it and argues that goals and intentions are cognitive and willful.
- The two key findings of Edwin Locke's theory:
  - Setting specific goals (e.g., I want to earn \$500 more a month) leads to higher performance than setting easy or "do best" goals (e.g., I want to earn more money),
  - Goal difficulty is linearly and positively related to performance such that, the harder the goal, the greater the effort, focus, and persistence, which results in higher performance.

# FIVE MAGIC MANTRAS TO SURE SHOT ACHIEVE YOUR GOAL

- 1. YOUR GOAL SHOULD BELONG TO YOU** – Your Goal should not be what you **SHOULD** be doing but what you **WANT** to be doing.
- 2. YOUR GOAL SHOULD BE IN WRITING AND REVISITED EVERYDAY** – Goals which are thought in the mind seldom get accomplished because they get converted to dreams and further daydreams. Writing them gives them an act of finality and conviction. You need to stay connected with your goals and view them everyday so that you may evaluate them

# FIVE MAGIC MANTRAS TO SURE SHOT ACHIEVE YOUR GOAL

- 3. YOUR GOAL MUST BE OF IMMENSE VALUE TO YOU** – If you truly value your goal you will give your whole life and everything you have in life to achieve it. You will be motivated by it and overcome all challenges that come in your way
- 4. YOU SHOULD BE OBLIVIOUS TO EVERYONE'S OPINION ABOUT YOUR GOAL** – People will say what they have to say. It's your job to focus and not pay attention to anything but your goal

# FIVE MAGIC MANTRAS TO SURE SHOT ACHIEVE YOUR GOAL

## **5. YOU SHOULD HOLD YOURSELF RESPONSIBLE**

**FOR YOUR GOAL** – You should reward yourself for every extremely challenging step you take towards achieving your goal. The reward may be anything you love dearly but avoid maybe due to lack of funds. Similarly you should punish yourself when you avoid taking the required demanding step towards your goal fulfillment. This will make you accountable to yourself and ensure you don't falter in your path to your goal.

# FIVE FATAL FEARS TO STAY AWAY FROM

1. Your inner voice that tells you that “it’s impossible”, “it’s too complicated”, “it’s impracticable”, “it’s unattainable” etc
2. The fear of being scoffed at by people for your ‘foolish’ goal
3. Taking a shortcut or ‘easy way out’ to accomplish your goal
4. Expecting ‘Destiny’ and ‘Luck’ to shine on you
5. Thinking You are the only one slogging and working hard towards your goal while others are having it easy



# THE EYE OF THE BIRD



# ARJUNA's UNWAVERING FOCUS ON HIS GOAL

- There is a story from the epic Mahabharata, whereby Guru Dronacharya wanted to check his students - the Pandavas' and Kauravas' - archery skills
- He put a small wooden bird on the top of a tree and told them to aim at the eye of the bird.
- Before shooting he asked them, "What do you see?" They said different things – forest, leaf, tree, mango, bird, sky
- Only Arjuna replied, "I see a bird's eye." He went on to become the world's greatest archer.



**REACH THE ZENITH OF SUCCESS**  
**UNDERSTANDING WHY IT IS IMPORTANT**  
**TO SET GOALS**



**THE TROUBLE WITH NOT HAVING  
A GOAL IS THAT YOU CAN SPEND  
YOUR LIFE RUNNING UP AND DOWN  
THE FIELD AND NEVER SCORE.  
BILL COPELAND**

# WHAT HUMANS HAVE ACHIEVED WHEN THEY HAVE WILLED IT

- Created impressive and organized ancient civilizations
- Understood Theory of Evolution
- Cured Diseases and developed Vaccines
- Walked on the Moon
- Produced Nuclear Weapons
- Invented Computers And Internet
- Developed Artificial Intelligence
- And many more .....

# WHY SET GOALS

- Life is a journey.
- How can you set out on a journey without an idea about the destination
- If you don't know your destination – How will you ascertain the path to get there
- People work hard, but they don't seem to get anywhere worthwhile – KEY REASON - they haven't spent enough time thinking about what they want from life, and haven't set themselves formal goals.

# A GOAL SHOULD BE THE “HOLY GRAIL OF YOUR LIFE”

## WHAT IS A GOAL

- Goal is a STRONG and PASSIONATE word
- Goes beyond Desire – Aim – Objective – Target - Purpose
- Comprises of Action with a desired Aim

## WHAT IS NOT A GOAL

- Dream
- Wish
- Yearning without Action
- Illusion
- Aimless work

# RIGHT AND WRONG GOALS

- No Right or Wrong Goal
- Goal – To each his Own – It can be ANYTHING
- Personal
  - For yourself
  - For Someone close to you
- Professional / Business
  - For your personal achievement in the profession/business
  - For the achievement of the profession/business as a whole
- Organizational
  - Pertaining to the Organization as a whole
  - Pertaining to the CEO of the Organization
  - Pertaining to each Team Member



# IMPORTANCE OF GOAL SETTING

- Life becomes challenging and exciting
- Your way of working becomes focused and time bound
- Procrastination is eliminated from your system
- Mind remain focused
- Knowing exactly what you want; you know exactly where to concentrate your efforts; And you know exactly what are the distractions which can sway you away from your goal

# IMPORTANCE OF GOAL SETTING

- Helps you organize your Time
- Gives Vision
- Raises your self-confidence
- Gives you an enormous sense of accomplishment when you attain your goals
- Failures don't deter you as you are absorbed with the idea of goal accomplishment.
- Even if you fail time and again to achieve your goal, it only strengthens your determination



**Specific**



**Measurable**



**Attainable**



**Relevant**



**Timely**



# SMART GOALS

- Goals should be **SMART**
- **S**pecific
- **M**easureable
- **A**ttainable
- **R**elevant
- **T**ime-bound
- SMART - a mnemonic/acronym, giving criteria to guide in the setting of objectives
- The first-known use of the term occurs in the November 1981 issue of *Management Review* by George T. Doran.

# WHEN YOU THINK YOU HAVE SET GOALS

- I want to get married
- I want to have children
- I want to get a job
- I want to join career of my choice
- I want to become the managing director of my company
- I want my company to be at the top
- I want to earn lots of money

# WHEN YOU HAVE ACTUALLY SET GOALS

- I aim to get married to a smart B.Tech 28 year old Bengali boy who is minimum 5'8" tall by 1.1.2019
- I aim to have a girl child by June 2019
- I aim to get the job of Assistant Manager at State Bank of India, Kohlapur Branch by 31.3.2019
- I aim to complete my final exam of chartered accountancy on 7.12.2019 which is the career of my choice

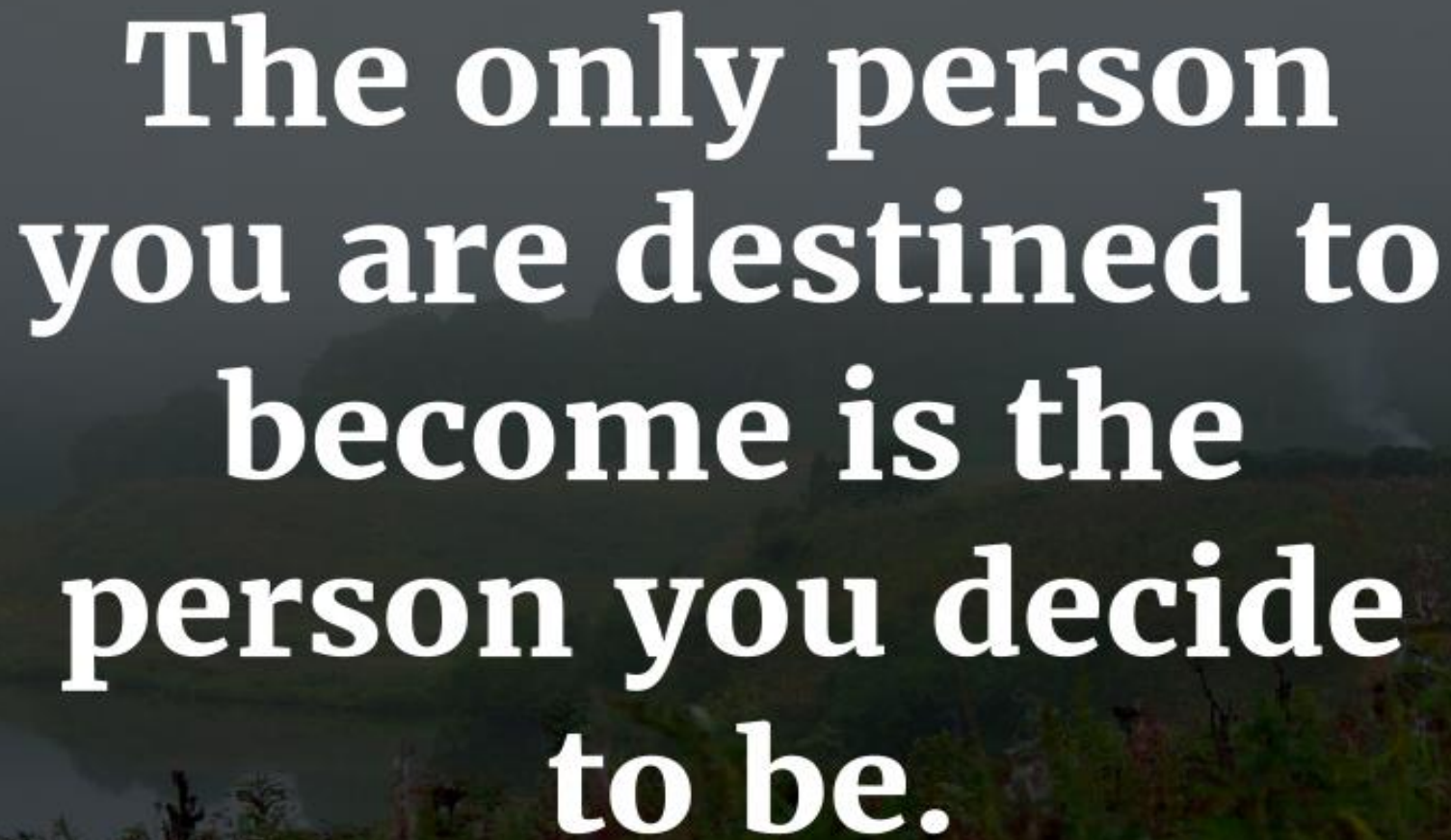
# WHEN YOU HAVE ACTUALLY SET GOALS

- I aim to become the Managing Director of my company by 30.6.2019
- I aim to make my company the largest online retailer in the country by 31.12.2019
- I aim to earn Rs. 1 crore after meeting expenses by 1.12.2021



**DISCOVER YOURSELF**  
**UNLOCKING YOUR POTENTIAL TO**  
**ACHIEVE WHAT YOU WANT**





**The only person  
you are destined to  
become is the  
person you decide  
to be.**

**— Ralph Waldo Emerson**

# YOUR 'A B C D' TO UNLOCKING YOUR INNER POTENTIAL

A = ACTION

B = BELIEF

C = COURAGE

D = DESIRE

# ACTION

- THE STARTING POINT OF ANY ACHIEVEMENT
- Planned Action is imperative to achieve.
- Action is just the simple act of doing.
- It is common knowledge that no idea can be turned into reality without action on the idea.
- Creation of an idea and the desire to turn it into reality backed by all the monetary power available will still not guarantee riches unless there is action performed towards that idea.
- Over- analyzing and over-thinking will kill the idea even before inception.

# BELIEVE

- BELIEVE IN THE INNERMOST SOUL OF YOUR HEART IN WHATEVER YOU SET OUT TO DO
- Believe in your idea, believe in your line of action, believe in the outcome, and believe in yourself.
- However, if you believe in your thought, even though it may sound foolish to the world and unachievable at that point of time, it will most definitely bring you laurels sooner or later.
- Faith removes constraints and turns adversity into opportunity and we can accomplish that which seemed impossible.

# COURAGE

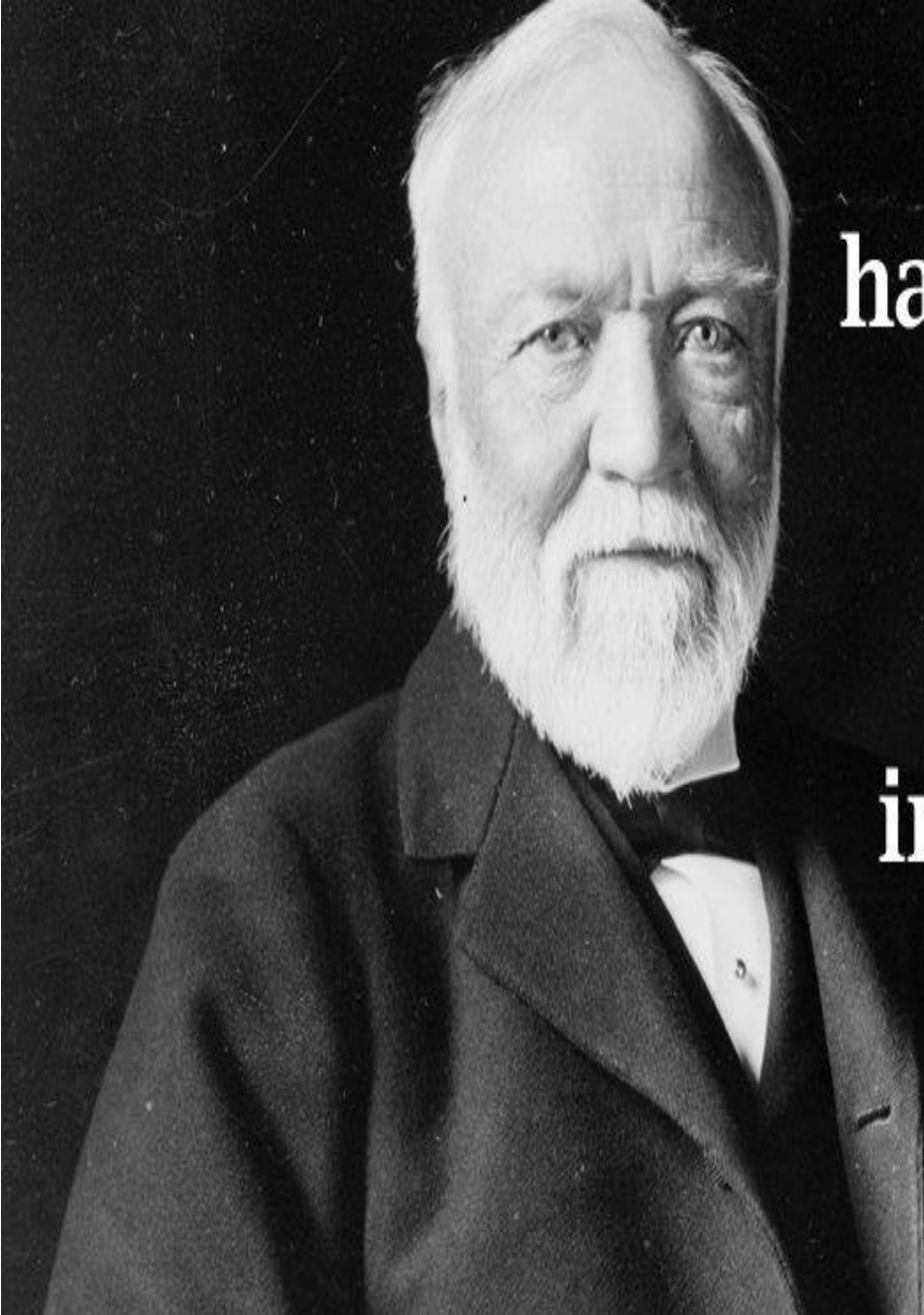
- HAVE THE COURAGE TO FOLLOW YOUR CHOSEN PATH
- Fear is generally of the unknown. We mostly fear that which is unfamiliar to us.
- It is only when we transcend that fear; we set the wheels in motion for what is to come next. We would miss out on a whole new world if we are stuck in our fear.
- Instead of focusing on the end result, just concentrate on the present act.
- Remember you are capable of more than you think.

# DESIRE

- WHEN YOU PASSIONATELY DESIRE SOMETHING NO ONE CAN STOP YOU
- Hope or Expectation is not enough
- You have to find what you are truly passionate about.
- If today were the last day of your life, would you want to do what you are going to do today? If the answer is 'No', it is certain that something is wrong and needs to be changed.
- Don't Rest until you achieve what you desire
- Fuel the passion – then only you will achieve success.



**GO .....GO.....GO FOR YOUR GOAL!**  
**ASSIMILATING THE ART OF GOAL SETTING**

A black and white portrait of Andrew Carnegie, an elderly man with a full white beard and mustache, wearing a dark suit and a white shirt with a dark bow tie. He is looking directly at the camera with a serious expression. The background is dark and textured.

If you want to be  
happy, set a goal that  
commands your  
thoughts, liberates  
your energy, and  
inspires your hopes.

ANDREW CARNEGIE



# IDENTIFY YOUR MOTIVE

- Your Goal should be important to YOU. Make sure you know what YOU want rather than what OTHERS want for you
- Identify what is truly important to you and why it is important
- The 'HOWS' can be taken care of, if the 'WHATS' and the 'WHYS' are crystal clear
- If you are truly passionate and committed about what you want, then your goal itself will motivate you
- Don't set a goal just because you are bored and want to occupy yourself with something.
- Set goals that relate to the high priorities in your life.

# IDENTIFY THE BARRIERS TO YOUR ACHIEVEMENTS

- The problem can be tackled only when the problem is identified.
- Identify the roadblocks which are stopping you from achieving your goal
- If the goal is important to you, you can most certainly find a way out of each dark tunnel which comes between you and your goal
- It will no doubt be very tough to overcome all the hurdles but when you emerge victorious you will forget the pain and tears

# NEGATIVE INTERNAL ENVIRONMENT

- Self limitations and self-doubt is the worst disease. They ensure you fail even before you start
- You are the master of your own attitude.
- Remember that 'You' alone are responsible for your outlook and 'You alone can change it.
- So your attitude and the perspective with which you look at the situation when you suffer adversity – is entirely in your hands.
- Change your attitude and you can change the moment.

# NEGATIVE EXTERNAL ENVIRONMENT

- Consciously be around optimistic people: Those people who bring out the best in you.
- Stay as far away as you can from people who drain your energy and have a pessimistic outlook towards life.
- When you surround yourself with negativity and stressful people you weaken your attitude.
- The Negative energy saps your vitality whereas positive energy rejuvenates you.
- Surround yourself with optimists and achievers

# THE WRITTEN WORD HOLDS IMMENSE VALUE

- Don't repeat your goal to yourself in your mind. WRITE IT DOWN
- Identify your Goal and write it down in clear terms.
- The timeframe for achievement of your goal, the detailed step by step action plan, and the investment required, the monetary returns you expect to achieve – everything must be clearly written down.
- Revisit your goal every day and read what you have written every single day.
- The written goal in your own handwriting will motivate you to keep striving towards your aim.

# DETAILED ACTION PLAN

- Organized planning is the only route to success.
- Plans crystallize desire into action which ultimately enables you to achieve your dreams.
- Your vision takes shape in the form of plans.
- To be effective a plan of action must have a definite deadline as the mind works on specific information.
- Planning without timing is futile.

# DETAILED ACTION PLAN

QUES: WHAT DO YOU WANT? (ONLY ONE DESIRE)	ANS:
QUES: BY WHEN DO YOU WANT IT? (DATE AND YEAR)	ANS:
QUES: WHAT DO YOU NEED TO ATTAIN IT? (SPECIFIC OBJECTS/ DEGREE/ CAPITAL ETC.)	ANS:
QUES: WHAT IMMEDIATE ACTION ARE YOU GOING TO DO NOW TO ATTAIN IT? (INITIAL STEP YOU WILL TAKE TOWARDS YOUR GOAL)	ANS:

# POWER OF MENTAL VISUALIZATION

- Visualization is a very powerful tool to make your mind believe in your goal
- When you imagine yourself winning the 100 meter race and standing on the podium receiving the trophy, that picture immediately sticks in your mind
- Human mind is more capable of remembering pictures than names and dates.
- So create a mental picture of accomplishing your goal and the success rate will increase



# TAKE RESPONSIBILITY FOR EACH AND EVERY ASPECT OF YOUR LIFE

- Take responsibility for everything that happens to you
- Don't blame others and your circumstances for what happens in your life
- Your reactions to your circumstances is entirely in your hands and determines your future
- Don't indulge in self-pity; self-victimization and comparing yourself with others
- Accept yourself. Embrace both your shortcomings and your strengths
- You can accomplish more when you have a clear perception of yourself based on facts and not on the opinion of others

# 20 TIPS FOR ACHIEVING YOUR GOALS AND BECOMING A WINNER

1. WRITE DOWN your Goal
2. Make a specific DETAILED ACTION PLAN for achievement of your goal
3. Believe in your idea. Write your Belief ten times as a POSITIVE BELIEF STATEMENT - reiterating it to your own mind and soul.
4. Many challenges may come your way but BE BRAVE and convince yourself that there is no alternative. Imagine yourself overcoming your deepest fear and relish the feeling of victory.

# 20 TIPS FOR ACHIEVING YOUR GOALS AND BECOMING A WINNER

5. Love + Commitment + Passion towards your goal will fuel the desire to attain it. Write your DESIRE STATEMENT that I will achieve what I desire on \_\_\_\_\_ (exact date)
6. Remain ADAPTABLE TO CHANGE. Be Flexible as not everything can be planned and predicted and not every situation is covered in the training manual
7. HARNESS YOUR ENERGIES to congregate them to generate a dynamic and intense force.

# 20 TIPS FOR ACHIEVING YOUR GOALS AND BECOMING A WINNER

8. When faced with failure REWORK; REORGANIZE and REENERGIZE. Transform, change perspective and work from a different angle
9. Continuously LEARN and ACQUIRE KNOWLEDGE as transforming that learning into an advantage will be the key to unlocking your potential
10. SHUT NEGATIVES out of your life – Negative People; Negative News; Negative Ideas; Gossip
11. Stay Healthy. Eat Right. Exercise. Sleep well. A HEALTHY BODY can think and achieve more

# 20 TIPS FOR ACHIEVING YOUR GOALS AND BECOMING A WINNER

- 12. Don't compete with anyone; COMPETE WITH YOURSELF because remember that your competitor may have a different set of goals
- 13. EMBRACE LIFE and stop complaining and grumbling about what is coming your way
- 14. Consciously block your mind from darting back and forth. LIVE IN THE PRESENT and focus on it.

# 20 TIPS FOR ACHIEVING YOUR GOALS AND BECOMING A WINNER

- 15. Patiently PERSIST PERSIST PERSIST
- 16. DONT indulge in SELF-PITY
- 17. STRENGTHEN your RESOLVE after each failure  
by taking inspiration from real life stories of  
others
- 18. MASTER YOUR MIND and have dominance over  
your thoughts
- 19. BE A LIVEWIRE and always full of life and energy
- 20. Your 'WILL' can change everything.  
YOU CAN DO IT ONLY IF YOU WILL IT

**ALWAYS THINK  
BIG AND GO FOR  
YOUR GOALS.**

**Marlia Fontaine**

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