

10 Goal-Getting Mind-steps

by Suzi Pomerantz, MT., MCC.

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Forget goal setting and go for GOAL-GETTING! Anyone can set goals. It takes rigor and discipline and committed action to *get* your goals once they are set. Setting them is the easy part. Making them a reality requires having the mindsets and attitudes, beliefs and alignment to passionately move each day in the direction of your intended results.

Here are ten steps for how you can get your goals:

1. *Unreasonable Outrageousness*: The first step is to know where you're going. That means dream your biggest, wildest dream and from there cast your vision. The best vision is unreasonable, outrageous, enormous and powerful.
2. *Reasonable Realism*: Then you can begin the task of setting reasonable, realistic goals that align with your unreasonable, outrageous, enormous and powerful vision. These goals should represent the steps to get to your outrageous vision. What will it take? Who will you need to be?
3. *Shaping the Win*: In order to know down the road if you've accomplished the goals you've set for yourself, you must first have a specific, measurable, clear intended outcome. You will need to define for each goal your success indicators, criteria for completion...how you'll know if you've done it. What will you see, feel, hear, say, do, believe, encounter once you've gotten that particular goal? What will it look like when it's done and how will

you be able to tell it's done?

4. *Recording Your Intentions*: Which simply means, write them down. Just thinking of your goals is not sufficient. Write them, even if you don't look at your list again until the end of the year (or decade), just the act of writing them down programs the goals into your mind, cells, and *being*. Besides, it makes them more real and gets them outside of you, which is almost as strong as a public declaration for setting our intention of accountability.
5. *Public Declaration*: Ever wonder why stating something publicly makes it real? You're not married until you say "I do". Saying it in front of an audience is a commitment that allows those outside of you to participate and hold you accountable. To get your goals, it is crucial to set up a system of accountability. Whether you make a public declaration, post it on Twitter or Facebook, or simply tell your coach/boss/spouse/employee/friend is up to you, but you have to get it outside of yourself beyond writing it down. You have to share it.
6. *You Can't Be Trusted*: You cannot be trusted to fulfill your own intentions when the stakes are meaningful and high. That's not a criticism, it's simply one of the pitfalls of being human. If you want to get your goals, you must enroll support partners. These folks have the duty of keeping you on track and not letting you off the hook when you make excuses or find really compelling reasons not to do what you said you wanted to do. You will always let yourself off the hook, which is why you can't be trusted with this. Get outside support!
7. *Anchor, hook and storyboard*: Even the best-laid plans can go awry. We find so many ways to sabotage our dreams and ourselves. You must determine a compelling "so what" for why you want to achieve that goal. It can be a mental image, it can be a

- physical result, it can be a feeling you hope to achieve, but there must be some anchor that is so powerful it can be the hook that re-motivates you to aligned action. Create a storyboard or a vision board for yourself and the outcomes you seek as a visual reminder of where you are going so that when you get stuck you can easily get yourself re-inspired.
8. *Yes You Can!* If you believe you can, you will. If you believe you can't, you are correct. Give yourself permission to succeed.
 9. *Trust:* One of the key mindsets for success is to consciously let go of attachment to *how* it has to happen. Keep your focus on the outcome and trust that it *will* happen. Eliminate any desire to control how it happens.
 10. *Keep On Keepin' On:* Even if it is just baby steps, do something every day towards your goal. No action is too minor. Be in constant action. Focus on mindful action being fully present to your action each day.

[Don Hutson](#), co-author of *The One-Minute Entrepreneur*, in his [blog post on mapping out goals](#) said it best:

“Studies prove that if you methodically and purposefully set goals you will increase your chances of leading the pack. You can't just work hard on your job — you must factor in working hard on yourself to turn untapped capabilities into the currency of results. A recent study revealed that only one-half of 1 percent of the employed American workforce has their goals in writing. Despite the myriad distractions we endure today, we need to get focused on what is possible. The means by which we program our subconscious minds for higher achievement is to have written goals and resolutions that increase our commitment and

probability of achievement threefold. If we write them down and assign a time frame for accomplishment, we quintuple our resolve and results.”

Author Bio:

Suzi Pomerantz, MT, MCC is an [award-winning](#) master executive coach, speaker, facilitator, and author with over 15 years of coaching and teaching experience working with leaders and teams in over 135 organizations internationally, including seven companies on the Fortune 100 list. A coaching veteran in the legal industry, Suzi has coached leaders in seven corporate law departments and a dozen law firms. Other industry experience includes: consulting, financial services, manufacturing, hospitality, entrepreneurial enterprises, federal and state government, educational institutions, membership-based service entities, and executive MBA programs. Suzi’s strength lies in helping leaders and organizations find clarity within chaos.

Suzi helps executives, teams and high performing, high-potential future leaders to clarify their vision and exceed prior performance. She provides executive coaching, team coaching, and emerging leader coaching in organizations to assist executives and their teams with setting strategic direction, managing talent, and developing leadership bench strength. She also develops leaders in teambuilding, sales, planning and conducting effective meetings, and facilitating change. She helps organizations develop and retain leadership capacity by coaching leaders in executive presence, presentation skills, personal power, communication, and vision work.

A recognized leader passionate about excellence, integrity, legacy, impact, and leadership in organizations and stewardship of the

profession of coaching, Suzi serves in a number of international Board of Director positions and volunteer leadership roles, donating time and resources to organizations that are leading the future of the coaching profession. Suzi was the Chairman of the first ICCO Symposium in Washington, DC on *The Global Implications of Organizational Coaching*. Suzi has been guest faculty and a featured speaker to industry leaders in more than a dozen coaching schools and communities worldwide including: Association of Coach Training Organizations, Hudson Institute of Santa Barbara, Gestalt Center for Organization and Systems Development International Gestalt Coaching Program, Fearless Living Institute, Adler School of Professional Studies/ Ontario Institute for Studies in Education of the University of Toronto Leadership Coaching Certificate Program. Suzi presented, coached, and led team meetings at the prestigious Linkage Best of Organizational Development Summit in 2008.

Suzi has presented as well as participated for seven years at the International Executive Coaching Summit, an invitation-only annual gathering of worldwide senior executive development experts. Suzi has presented at Linkage and Annual International Coach Federation Conference, and taught executive coaches at the Executive Coach Academy and the College of Executive Coaching and was named Resource Faculty Member at Advantara Global Coach Training Institute. She has also delivered guest lectures at George Washington University, Loyola University, and the University of Virginia and has coached executives in the MBA for Executives Program at Darden.

Suzi holds a Bachelor of Arts degree from the University of Virginia and a Master's degree from the University of Virginia's Curry School of Education. Her honors include Kappa Delta Pi International Education

Honor Society, Dean's List, and Lawn Resident (Thomas Jefferson's Academic Village). Suzi is credited with more than 20 [publications](#) about coaching, ethics, and business development, including her book [Seal the Deal](#). Suzi received the 2007 Woman of Achievement Award and is a member of National Association of Professional Women as well as several coaching organizations including ICF (International Coach Federation) and IAC (International Association of Coaches). In 2008 the ICCO Board of Directors established the [Suzi Pomerantz Award for Stewardship](#) and will select an annual recipient.

- International Master Certified Coach
- Founding Vice President and Executive Board Member International Consortium for Coaching in Organizations (ICCO)
- Advisory Board Member of ICCO
- Editorial Board Member of the International Journal for Coaching in Organizations (IJCO)
- Executive Board Member and past co-Chairman of the International Executive Coaching Summit
- Author, *Seal the Deal: The Essential Mindsets for Growing Your Professional Services Business* (HRD Press, 2006)
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