

finish FORWARD



Even though most people believe goal setting is important, **8 out of 10** people say their life lacks an overall goal. Of the people who actually do make New Year's goals; only **1 in 5** actually write them down. So maybe it isn't surprising that **1 in 4** people make the same resolution **EVERY** year and **FAIL** to achieve it.



When you write down your DREAMS, they become GOALS

According to Dave Kohl, professor emeritus at Virginia Tech., people who regularly write down their goals earn nine times as much over their lifetimes as the people who don't.

80% Americans had no specific goals at all.

16% Do have goals, but they don't write them down.

4% Write down their goals.

1% Review them on an ongoing basis.

Don't just think it - ink it!

Believe

Believe you will succeed and focus on getting better, rather than being the best. Success is a journey, not a destination. It's about making progress, rather than doing everything perfectly right out of the gate.

Review

Frequently check your progress - weekly or even daily depending on the goal. To keep yourself motivated, always ask yourself what still needs to be done in order to reach your goal - always know how far you have left to go.

Be specific!

The first step is to set some very specific and reasonably difficult goals. Setting very specific, and challenging goals creates a cycle of success and happiness that can repeat itself over and over again, creating the "high performance cycle."

Act!

Seize opportunities and act on your goals. To seize the moment, decide when and where you will take each action you want to take, in advance. This is the single most effective thing you can do to increase your chances of success.



Most people overestimate what they can do in one year and underestimate what they can do in ten years. - Bill Gates

Gotta have GRIT

Grit is the willingness to commit to long-term goals and to persist in the face of difficulty. Believe you can develop your abilities through effort, which makes you gritty in the face of setbacks and challenges.

List five people who can help you achieve your dreams and goals.

TELL SOMEONE

Share your goals with people who can help you attain them.



CHANGING Your LIFE is HARD. Doing it by YOURSELF is HARDER.

Why YOU Need a Professional Coach.

Studies show that coaching delivers results by increasing your effectiveness so you can thrive.

- 70%** Saw Improved Performance & Productivity
- 80%** Had Improved Self Confidence
- 68%** Achieved Measurable Outcomes
- 96%** Would Repeat the Process

You don't have to be an Olympic athlete to work with a coach. Individuals and companies can benefit from the process of coaching. Contact Peg Calvario, CPCC to learn more about how you can achieve your goals faster and easier.

www.pegcalvario.com

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A FRESH START TO A NEW FINISH.

Reference: G. Latham and E. Locke, "New Developments in and Directions for Goal-Setting Research," European Psychologist, 2007, Minjung Koo and Ayelet Fishbach, "Dynamics of Self-Regulation: How (Un)accomplished Goal Actions Affect Motivation," Journal of Personality and Social Psychology, 2008, Dustin B. Thoman, Jessi L. Smith, and Paul J. Silvia, "The Resource Replenishment Function of Interest," Social Psychological and Personality Science, 2011, Carol S. Dweck, Mindset: The New Psychology of Success, 2008, Heidi Grant Halvorson, Ph.D., Succeed: How We Can Reach Our Goals, 2012, International Coach Federation, 2009 ICF Global Coaching Client Study