

# HOW TO GET WHAT YOU REALLY WANT!

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As a small business or home office business owner, it's important to make plans and it's also important to have the time to let things happen. Only you can decide what is to happen in your life. Herein lies a method that may work for you. Try it. You have nothing to lose and endless opportunity to create harmony in your life.

Start with that yellow pad; you can transfer to computer later on. Tear out eight pieces of paper and label each as follows: Finance, Health, Professional, Community Service, Personal/Fun, Spiritual, Relationships (All) and Education. If you have other titles that you prefer, use them. Don't be attached to what I have suggested; it's just that, a suggestion. It's a manageable breakdown of all life's topics.

Before you create your plan, ask yourself a few questions:

- How will I do things differently than I've done them before?
- What am I holding onto that I no longer need or want?
- What are my values? Are my business values the same?

Part of your plan, before the goals, is to eliminate any toxic or draining person, activity, commitment or prior goal that is no longer working. No need to do anything that no longer serves you. This just creates resentment and will affect your entire life. Prospective clients can always tell an unhappy, unfulfilled and dissatisfied person and you will not attract what you need.

For about a month, try asking yourself, "Is this what I really want to do?" As the responses come, you will see what and who has been depleting your energy. Take care of yourself, first. Be totally responsible for what happens in your life that you touch, contact or handle.

These topics can include business and personal goals, so keep that in mind. Let's choose "Financial" as a topic. First determine what you need. When all your needs are met, your wants will be easier to tackle. You may need to be debt free, purchase new equipment, have a larger profit, get a specific income, buy a car or house or save money for that long sought vacation or for investments or to quit work, sell your business and have a child. You get the picture. This is a project and requires a little time. The energy is yours to direct where you want.

Another guide to goals; keep them SMART. Specific, Measurable, Attainable, Realistic and True. If you want a car, make sure that goal says "Platinum, 1999, 750i BMW car," not "I want a BMW." You may wind up with a motorcycle! Measurable; how will you know it when you get it? Attainable; is it at all possible? Goals should be at the outer edge, not out of reach. Realistic and true for you, not anyone else. This is your life.

Remember, don't include other individuals in your goal; they have to make their own. Even when it pertains to your business, it's still your goal. Goals must be consistent with your values. Write your goals in present time; "I am wealthy," not, "I will be rich next year." Feel it and act it. Write down every task and idea that will help fulfill these goals. After you have created all your goals, take several 3 x 5 cards and write them down. Carry these cards with you and keep a copy in your car, at the office, in your home. Now, give up control, go with the flow and enjoy your rewards!

**Joanne Victoria offers both one-on-one coaching and MasterMind Group Coaching for continuing success. Joanne can be reached at [joanne@joannevictoria.com](mailto:joanne@joannevictoria.com) or (415) 491-1344.**

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