

SET & EXECUTE YOUR GOALS

by Samer Chidiac



Agenda

Introduction

STEP

01

Stop & Take a Look Around

STEP

02

Close Your Eyes and Dream

STEP

03

Capture & Record Your Goals

STEP

04

Develop Your Execution Strategy

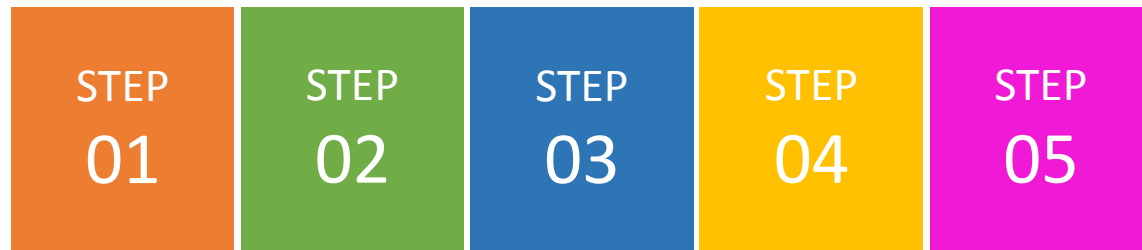
STEP

05

Live The Life You Always Wanted!

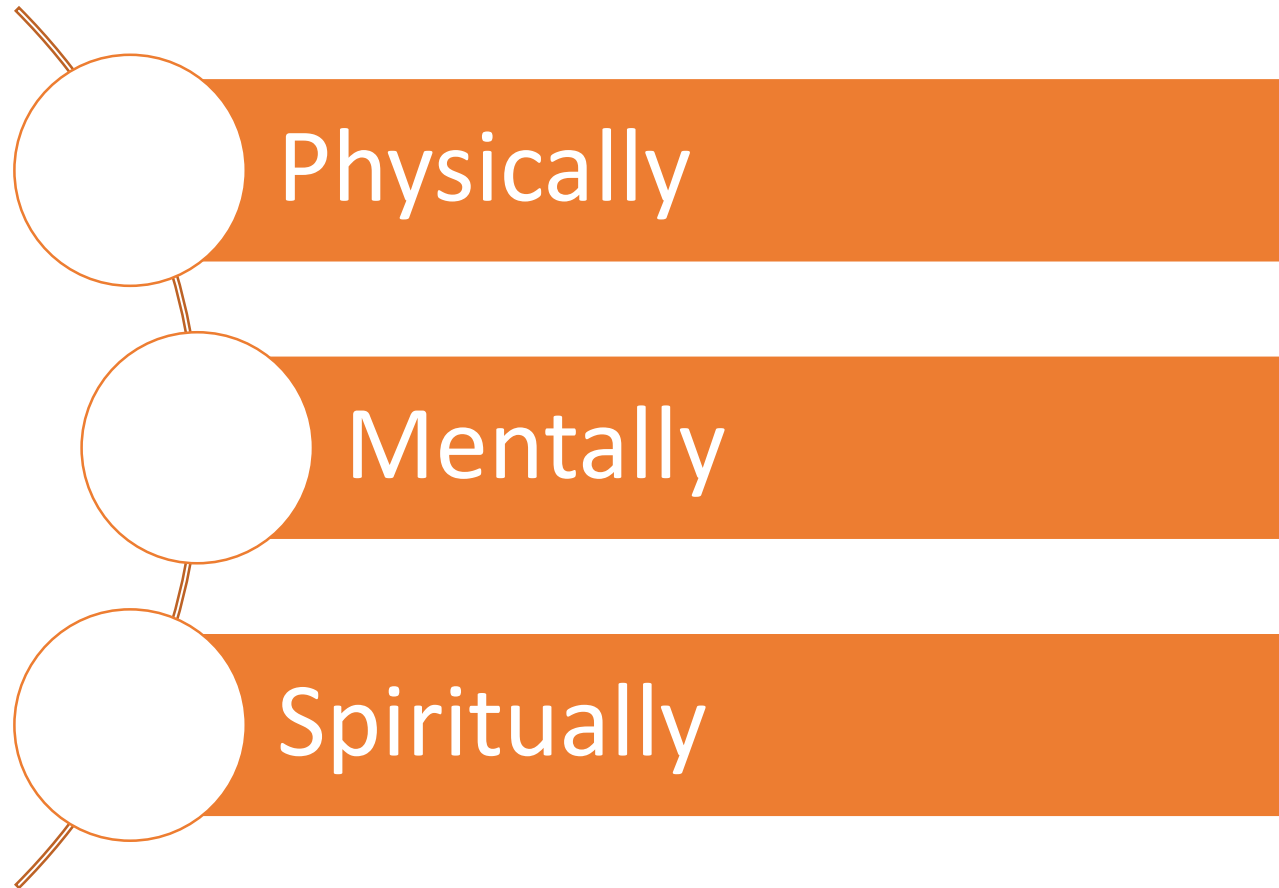
Q & A

NAM NAM



Introduction

Stop & Take a Look Around



STEP

02

Close Your Eyes & Dream

The First Wall you'll ever HIT is YOU!

Dreams gives us a Destination....

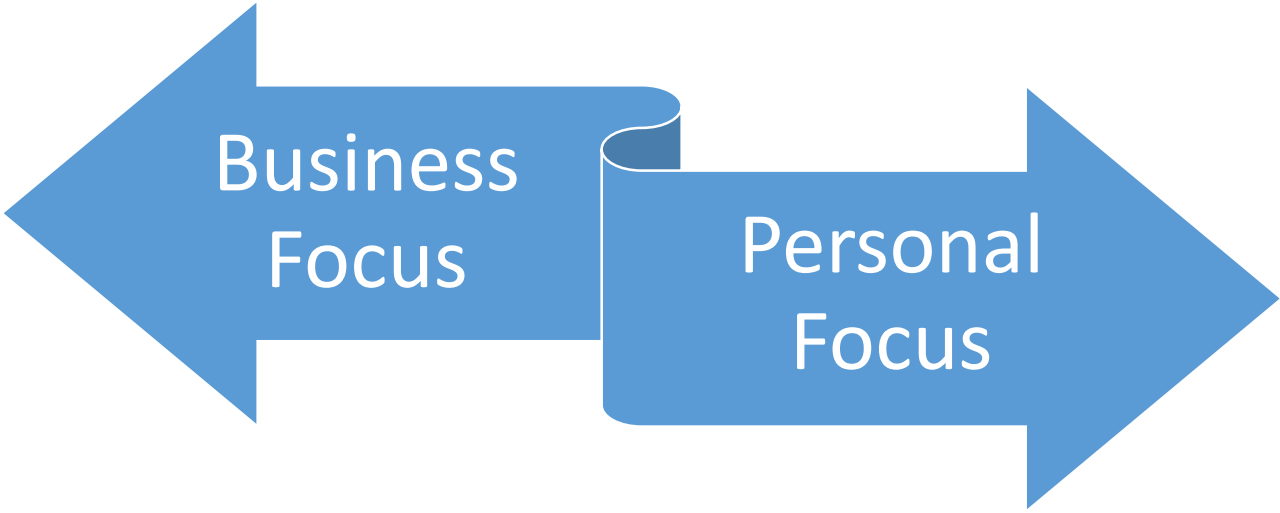
What Gives us the Energy is... _____

Capture & Record Your Goals

Quality of Life

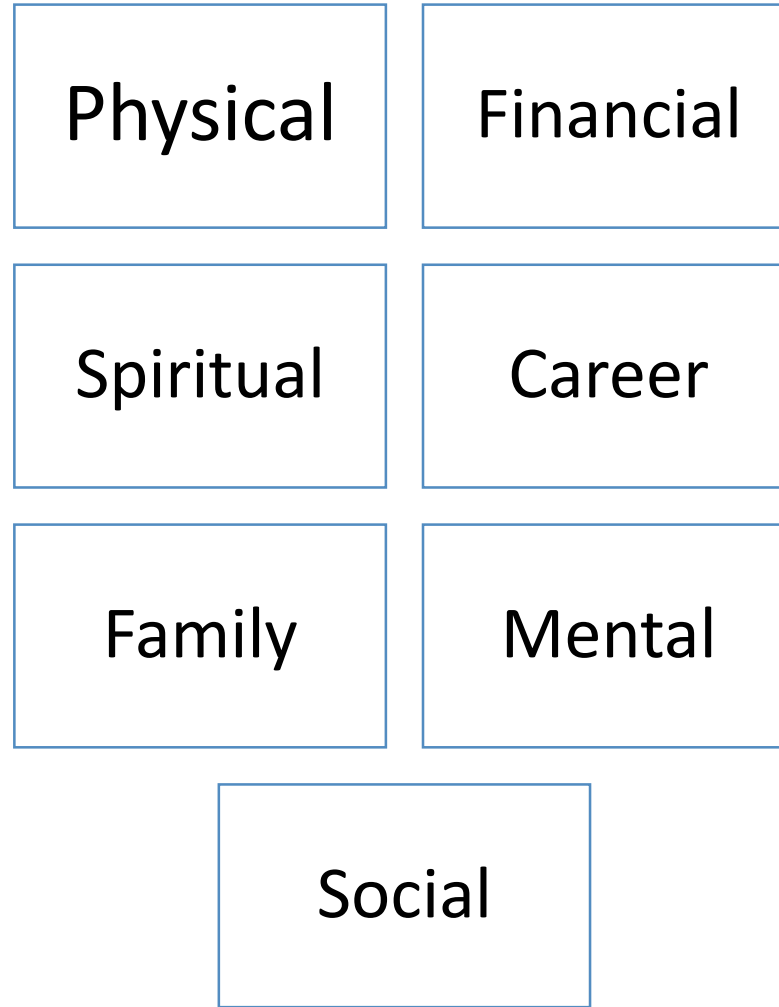
VS

Standard of Life



Business
Focus

Personal
Focus



Are your Goals S.M.A.R.T?

Specific

Measurable

Agreed

Realistic

Time-bounded

Evaluated

Reviewed

Strategic

Meaningful

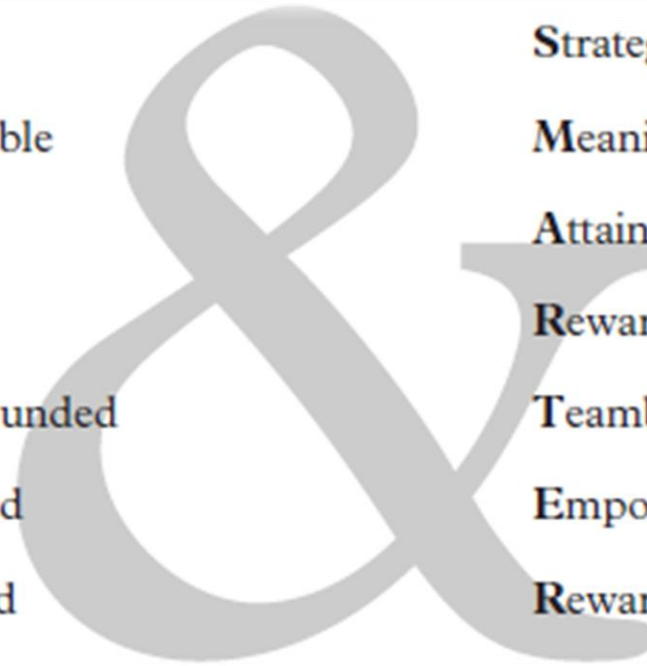
Attainable

Rewarding

Teambuilding

Empowering

Rewarding



5 Steps for Capturing & Recording your Goals

1

Write Down your S.M.A.R.T. Goals

2

Spell out the details of the WHY!

3

Identify the obstacles / WALLS you have to overcome

4

Spell out What you need to KNOW in order to realize your goal

5

Identify the Groups & organizations you need to work with

Develop Your Execution Strategy





Professional Goals

Example of Unifying Goal:

Grow Revenue by 20% and increase profit by 5% by end of December 2014

Example of Area of Focus:

1. Marketing
2. Business Development
3. Services
4. Operations



Professional Goals

Unifying Goal: Grow Revenue by 20% and increase profit by 5% by December 2014

Area of Focus 1: Marketing

Meaningful Objective: Local Paper publish business article about company

Meaningful Objective: Distribute 12 monthly Digital Newsletters

Area of Focus 2: Business Development

Meaningful Objective: Create 15 new “SMB” Clients

Area of Focus 3: Services

Meaningful Objective: Deliver \$200,000 in Billable services

...

Personal Goals

Example of Personal Vision:

Grow my Business easily, celebrate getting married in November; take an awesome honeymoon, lose 10 Kg, attend church every Sunday...

Example of Area of Focus:

1. Career
2. Family & Friends
3. Finance
4. Health & Well-Being
5. Spiritual and Community Service
6. Home



Personal Goals

Personal Vision: Grow my Business easily, celebrate getting married in November; take an awesome honeymoon, lose 10 Kg, attend church every Sunday...

Area of Focus 1: Career

Meaningful Objective: Work in alliance with Jeff to grow the business

Area of Focus 2: Family & Friends

Meaningful Objective: Get married on November with family and Friends

Area of Focus 3: Finance

Meaningful Objective: Increase net worth

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Item To-Do

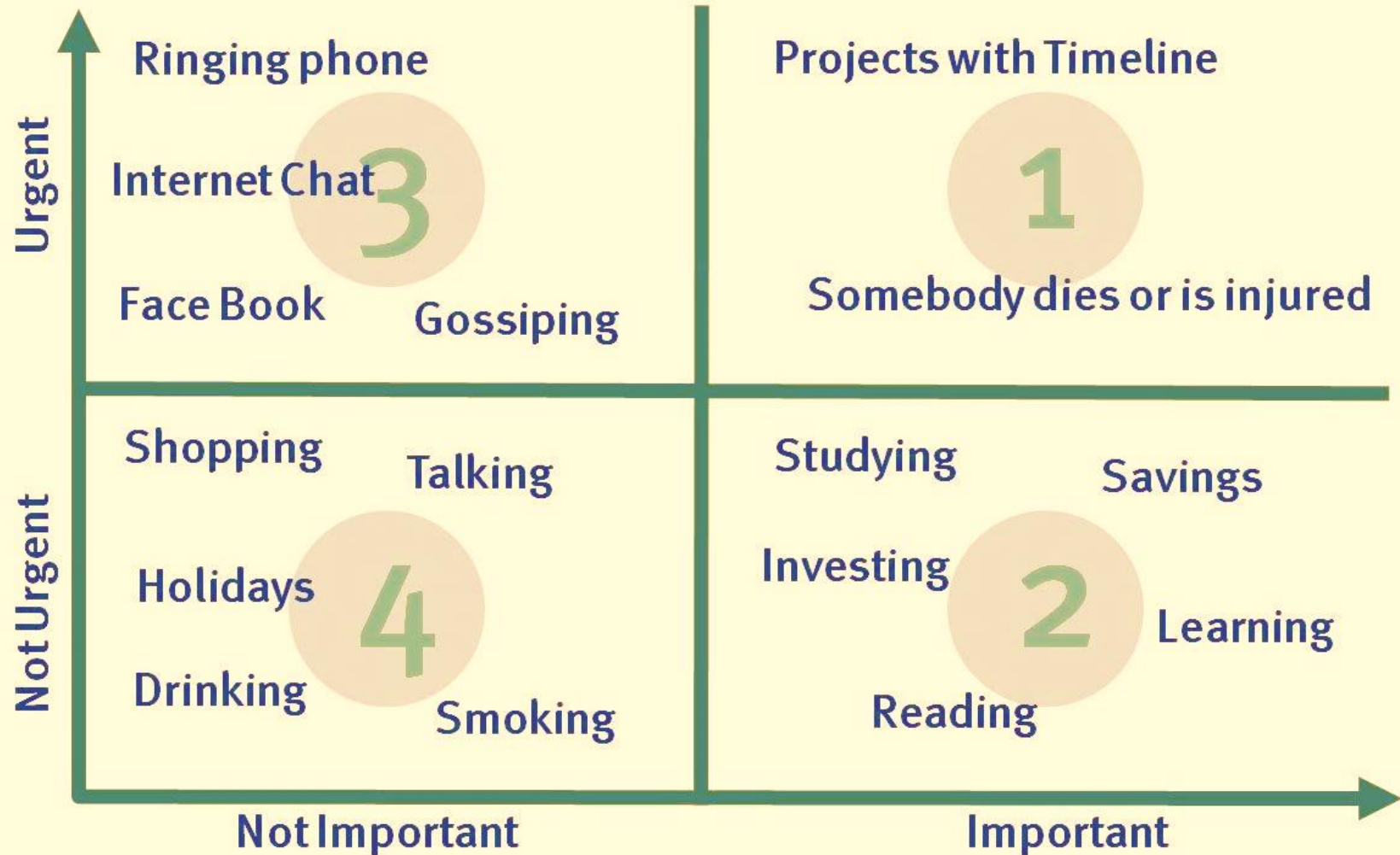
Related to?

Time to
Execute

Importance
/ Urgency

Context

The “ Urgent – Importance ” Matrix



STEP

05

Live The Life You Always Wanted!



2014

Happy New Year