

~ **Self Improvement** ~
**Generate Results
That
Catapult YOU
Always Forward!**



Zig Ziglar who many considered to be not only an expert salesperson, but an inspirational individual once remarked that *"Every choice you make has an end result."* With the year rapidly coming to a close, now might be the time to review the results from the choices you have made. Some of those choices may have resulted in exceptional accomplishments while others possibly failed to "hit the mark." Additionally, this is the time of year to begin to set next year's "Choice List" and review your five or ten year plans as well.

Generating results that catapult you always forward is not an easy task. Yet, the rewards of personal achievement and self-satisfaction are indescribable. The emotional highs that we receive in many cases sustain us through those equally emotional lows. However, the **question** always seems to be *"How can I do it?"*

The secret of doing begins by first thinking about and then defining some simple key words that everyone uses, but from my almost 30 years of experience few can define for themselves.

HINT: *When you use someone else's definition, you may possibly achieve their goals and not your own.* This is much like if you don't have a plan, then you are on someone else's plan.

Some critical key words to define are:

- ✓ **Purpose** – *Why am I here and what gift do I bring to the table of life?*
- ✓ **Values** – *What behaviors will I consistently demonstrate as I live my purpose to achieve success?*
- ✓ **Vision** – *What does the big picture of my life look like?*
- ✓ **Success** – *What does this mean for me both personally and professionally?*
- ✓ **Goal** – *What criteria constitutes a goal versus a dream?*

By taking the time to define these 5 simple words, you have taken the first steps to catapult yourself always forward. These words now help you to stay focused because as you make decisions and then take action, you will generate the results to fit YOUR life and not someone else's.