

Audio #45: The System to Getting What You Really Want

Dymphna: Welcome everybody to iloverealestate.tv. Great to have you guys on board. Now today is a very special podcast that I want to do because it's something that really sets the framework for success in absolutely everything that you do. Now clearly I talk about real estate and money and all of that kind of stuff, but what I'm talking about today will actually give you success in every single part of your life if you choose to apply it in every single part of your life, but I'm going to say right upfront, it takes discipline. So if you're not prepared to have a little bit of discipline and structure in your life, then maybe this call isn't for you. But if you are, I can tell you now that what we're going to talk about today guarantees success, that's how important it is.

So what am I talking about? What I'm talking about is you and every single part of your being, focusing on an outcome. Now some of you might call it call it goal setting, some say zero-based costing if you come from an accounting background. Some of you might call it, if it's in the monetary field, budgeting. Some of you might call it focusing and visualisation. Some of you can even do it in meditation. You can do it in all sorts of fields.

You can do it as focus. Sports people do it. Politicians do it. Successful business people do it. Absolutely everybody who has ever had a success in anything knows how to do this, and that is to focus on an outcome until it comes into reality. Now that's what we're really talking about and it's easier to say, than actually do. I talk to a lot of people all around the country and quite often, people will say to me, "You know, I always thought that I knew what I wanted until you started firing questions at me about how do I do this, and how do I do that, and what do you make happen there and all of these things that makes you think."

We as a society don't think enough, we really don't. We don't spend enough time every single day just thinking and trying to workout what we actually want, what we want to make happen, what we want in our life? And the thing is, if we don't do that, what we end up doing is being a pawn in somebody else's chess game. We just kind of bump around from place to

place and react to situations rather than plan them and make them happen. Now when we start talking about goal setting and focus and putting everything into making something happen, what we're actually doing is not just talking about the mental thought process, what we're actually doing is to augment the mental thought processes, the physical actions to make that happen, and the physiological process that happens in our bodies when we get out there and really put down the intention and our ideas, and our everything into making something a reality. But we can't be knowing what that is or making that reality until we actually determined what it is we're actually working for.

So the first thing I want to do is talk about knowing what you want. Now today to help me out on the podcast, I've got a regular on the podcast program and that is Ian Ugarte.

Ian: Thank you for having me along and hello to everyone.

Dymphna: And as you can hear, I've got Ian on the telephone, so his voice might be a little bit softer than mine but I've got him over the phone because he is off making some of those goals a reality than he said earlier in the year. Is that right Ian?

Ian: Yes, that's correct, so I'm always doing that - always working on the next goal that I put together.

Dymphna: So you're actually on holidays at the moment, aren't you?

Ian: I am and can take them whenever I want, now.

Dymphna: Very good. Okay, so let's talk about the very first part about goal setting and we're coming up to Christmas, we've got New Year, you know, chunking on down soon after Christmas. It's a good time to really set aside a little bit of time because we're not tied up with work normally and things like that to be able to decide on what we actually want. Now one of the things that I'd like to do when deciding what I want to create in my life is do what I call 'data sampling'. Now this is the good part. This is the fun part of that goal setting

because old 'data sampling' is just getting out there and looking at what's around, you know, sampling what it's like to sail a boat. Sampling what it's like to ride in a big Riviera. Sampling what it's like to travel in a private jet. Sampling what it's like to drive this particular car or that particular car. Now all of the things that I've said there, obviously, they're materialistic things, but it could also be sampling what it's like to give someone a thousand dollars for Christmas and say, "Hope you enjoy this and go and do something decent with it," or whatever it might be - just the ability to be able to data sample things out there.

I really liken this to somebody who is not being exposed to the western world and you think of perhaps somebody in Africa or some of the hill tribes in the remote areas around the world and things like that. Try and put yourself in their shoes and think about what you might want and how could they want, as an example, a plasma screen TV, if they've never seen one, visualise one or have any concept of what that means or be able to travel around the world or whatever is on your goal list. Try to superimpose that on that person who has never have been exposed to that thing - you can't - and because they've got no concept of what that actually means or what that actually is. So data sampling is a great thing to do. Data sampling gives you the ability to be able to see what's out there and, "Oh, I will have bit of that. Or, no, that's not for me. I definitely don't want that in my life. Oh, I like a bit of that, yes but I'm going to have it a differently. I want to have it this way or that way." How do you data sample, Ian?

Ian: I actually look at the internet a lot, to look at different things and some of those info programs on YouTube and bits and pieces. You can always punch things in there to have a look at what you would like to know. For me one of my goals, for this coming year, is to try to try and get my pilots licence, so I want to start sampling what it's like to get my pilot's license. So I can go on to YouTube and just see, and just punch in flying lessons or pilots lesson and then obviously, the catch to that is the type of planes that I'd like to fly, so I might put in 'Cessna single-motor engine' in YouTube and have a look at that. We also like to do the things like you said on short-term bursts, so it

might be what it's like to stay at the Radisson somewhere in the country for a couple of nights with the family and the kids. I want to make that an unusual thing that we're going to sample and see if that's what we want to do, you know, motorhomes, all that sort of stuff.

The interesting thing if you are brought up in a country that has no idea what a plasma is like, I think it's difficult for us to actually to imagine, what their world is like because they all seemed to be extremely happy and so, I'd love to travel over to a lot of different places - which I have done - just to see their culture, just see how they interact, and how they are happy. For data sampling for us, some of us find that very difficult, to see what happiness really looks like.

Dymphna: Simplistic happiness, anyway.

Ian: Yes, absolutely.

Dymphna: So okay, so data sampling is the first step to really deciding what it is that you want in your life or what you want to create. During the week I was talking to one of the Platinum's in Melbourne and he was talking about wanting to live in a certain suburb in Melbourne. He didn't live in that suburb at the moment - he'd been born in a different area or had lived there all his life and it was like, "Oh, I want to go and live in this suburb and I want this value house and whatever else," and I said, "Do you really? You've got all your friends and all your mates and everything else where you are. Is that what you want?" He said, "Well I think I do." I said, "Well, what you're going to do is you're going to go and data sample it. Go and rent a place for a year and see if you actually do like it or not." There's no point in moving everything - selling up houses and PPRs and whatever else and going to that particular suburb. If you are there for six months and go "I hate this", and you want to go back to where you were or a different place or move states or whatever else.

And it's very similar when people say, "Oh you know, I want to come and live on the Sunshine Coast," because a lot of people end up here on the Sunshine Coast on holidays and things like that (same for anywhere else around

Australia you might go on holidays). "God, I really want to live here." Well I suggest very, very strongly that you go and just rent for a while and see whether you really do want to live there or not. That's part of that data sampling, so think about the goals that you want to achieve and look at some data sampling activities that you can do around those goals to see whether that really is what you want to do.

I remember years ago, I wanted a particular car and I thought I wanted one anyway, but when I went and hired it and drove around for a week, I decided, "No, I really don't want this at all," so that went off the list, so it's good way to vet and measure all the things that you do actually on that goal list.

The next thing that I like to do when setting goals is think about the categories that you want to have goals in because when you sit down with a blank piece of paper and go, "Okay, what do I want?" It's actually it's a lot harder than you think to go, "Right, well I want this and I want that and I want whatever." It's something that I get my students to do and that's to say, "Okay, well write down the top 10 things that you want" and most of them go, "Well I want this kind of dream house and I want a car, this kind of car, or I want to travel, and I want motorhome, or a boat, or an airplane, or whatever else." And then it's like, "What else? Oh I want passive income. Alright, I'll put passive income down then." You go, "what else? What detail? What does it actually look like and then I'll say, "Okay, we'll go and write me another ten". They are "I can't finish first ten. How on Earth am I going to do the next ten?" It is a harder thing than you actually think it is until you actually go and do it. Now I know Ian in the early stages, you were the same as everybody else who is out there with the "What do I really want? If anything is possible, what do I actually want?" You're very good at it now but in the early stages, what did you do?

Ian: Well, in the early stages after joining your program, I had heard you speak about it a countless number of times and it was one of those things where I'll get around to that. We go to one of your boot camps or we go to a one-day event, I go, "Oh, I'm going to do that." And we just let it go by the wayside, so

that never really happened. It wasn't until we actually really stepped up and really set our goals exactly how you asked us to do it that we made any real movement with our investment strategies and achieving our goals. For those people that have become your students, the way that you teach them to slowly get those things together, because like you said, the concept of actually what you want is so difficult to grasp and from what I've seen from your students that generally the males were the most difficult to train.

Dymphna: Yes.

Ian: You've produced a 'Peg In The Sand' book, so for us having that waiting for us, wait ready to be set out in a step-by-step process really helped us to really start setting our goals and we continue to use that 'Peg in the Sand' book. I constantly steal them from your seminars so we do them every three months. We reset and make sure that that's right and it's made a difference for us and every year when we go away around on our Christmas holidays, Christine and I and sometimes some of the girls join in too - we have got four daughters - and we spend up to probably 20 hours just going through step by step what we want to achieve for the year, we update our five-year plan and we work through those processes of how are we going to achieve those.

Dymphna: Yes, it is very, very important. I say it all the time. I say, every year and I drive all my friends absolutely bananas. Particularly this time of year and getting them to think about what they want to achieve and what they want to make happen. I think actually for a lot of guys particularly if they haven't done any personal development work, then they don't really believe that setting goals and going after them and success is generally a reality - all they have to do is just set the goals and put the business plan into place and make it happen - if you don't really believe that, then it doesn't become a priority in your life. It really wasn't until I threw some hard questions at you, Ian, quite long ago now, that you actually really would take it seriously that, "Okay, well if I really do want to change things, you have got to start setting things and parameters and some goals around what you actually want to achieve." Would you agree with that?

Ian: Oh yes absolutely. I've already said it once on this recording that it wasn't until I started setting that. Now Christine – she was always on board and she was always there driving but, as a team, I was letting the team down. Originally when we started setting our goals, they were very material; leave work, nice house, nice car, all that sort of stuff. What has developed over the time seems we started really setting goals on a definite basis is that it's now getting to the stage where my goal setting revolves more around the family and interaction that we have between each other and making sure that my relationships with people are right. We still do have the material goals that we work for but definitely that goal setting part on the relationships with the people has changed enormously for me. It's not something I actually could have done a few years ago when now it's probably right at the front.

Dymphna: That's right. Which brings me to the topic we started to talk about, was that data sampling. The thing you want to do is to categorise your goals into the varying components. I wrote the 'Peg In The Sand' journal book about it. You break down those goals into the varying categories of your life and I like to use the finance - the wealth quadrant - the wealth side of your life but then there's health and there is your family and relationships. There are those things about helping others and, I call that spirituality, there is the fun factor of things where you just want to do stuff. It's a personal achievement and accomplishment. A categories about, I want to learn to play the guitar or fly an airplane or salsa dance or whatever, and you can break them down to those individual categories of your life and then well think about the achievement side. What do I actually want to achieve, do I want to learn to dance the samba? Do I want to enjoy gym work? What is that for me? And really think about that and then in each categories, spend sometime really getting in touch with yourself about where your priorities lie and how you want this life to turn out and what you want to have as a reality in this life this time around.

Really spend some time over this Christmas break thinking about those things because if you can quantify them and you can get the detail around what they actually are, then it stops being a New Year's resolution that you

are never going to achieve in a pink fit and something that you might think about once and then it's gone and sometimes that's alcohol-infused anyway. Turn it into something that is, "Gosh, this is my future. This is what I'm going to do. This is how am I going to make that happen." Which is what the next thing is about, "Okay, now let's work out the process of getting to that goal and making that happen."

So categories, what are some of the categories that you break your goals into, Ian?

Ian: Generally, what we've got is a property component and that's broken into the financing and how are we going to get into deals. Whether to bring a joint venture partner into it, and that's attached to wealth as well. Then we have our family and relationship and we've got our personal health goals. Each one of us in the family has those and then the achievement part like you've said. What should be mentioned here is that sometimes I talk still to students and they say, "Yeah, yeah, I've got goals." I ask, "Can I have a look at them?" They go, "Well, my goal is...," and I say, "Have you written it out yet?" And they said, "No, no, it's in my head." I have some sort of goals in my head at some point in time but they actually don't work, in your favour until you put them down on paper or electronically. What we did was when we finally did and we put them together and Christine went through and created a PowerPoint where we had a reminder. Every morning I get up, and while I'm having my breakfast, I started up the PowerPoint presentation with the goals that we are trying to achieve and they are flashing before us and we might add pretty pictures to them.

We've actually recently put together our five year vision as a family where we each have a speaking part in a video and talk about our lives and it's a specific day, it's the Australia Day in 2017 and it's very descriptive. We're getting up in the morning. We're talking about the relationship, how I feel about my wife and how she feels about me. The type of house we're in. We can hear the kids playing in the pool. The kids talking about making breakfast and one of them is picking mangoes and fruit out of yard for breakfast and maybe

getting into a plane and fly out to some of the properties. Very detailed stuff that we can play and we can share with our friends as well because a lot of our friends are in our life vision and it gives everyone a bonus to see what we're trying to achieve.

Dymphna: That's good. So the categories - you make up your own categories. You decide what they are, but both Ian and I are giving you some suggestions there about what that might look like and then the next thing is actually capturing those. You must, must, must, must, write them down whether you do it electronically like Ian said, or whether you do it in a notebook. Everybody knows, I have got a notebook fetish and I like to have everything in my notebooks and it's important to capture those thoughts because it whether it would be million dollar idea, or whether it would be a goal, or whether it would be a feeling, or whether it would be a whatever, by actually writing it down, you clarify it, you make it very clear about what it actually is. There's more thought that goes into it and then just there's more detail that goes into it than just a thought that can get lost in the mire of the whole a lot of other things going on in your life. It stores it, so it's there for you to go back to and re-capture that feeling, that thought, that idea, that whatever, that inspired you to go, "You know what? That's what I want. That's what I'm going to make happen in my life."

Writing them down and capturing those thoughts is very important and as Ian rightly said. We talk to a lot of people all around Australia and they say, "Oh yes, it's all in my head. Well I'm afraid, that's just not going to cut it for you." In your head will not necessarily translate to reality whereas going the full hog of writing them down, committing to them, reviewing them on a regular basis, and staying current puts a whole other aspect into the whole goal setting process. So capturing, what did you like to do Ian? You're a little bit more techy than me. I like my pen and paper.

Ian: Yes. What we do is originally we do normally start out with your 'Peg In The Sand' book and that's the way we write it - the way we first originally get it. Christine puts it down on electronic format so that I can see it and so now,

we've got our five year plan, our three, two, and one year plan. One year is broken down into two months and then the next three months is broken into weeks for us and at the end of every month, I update. So we've got at least two months ahead of myself, and I look at by going through the list on a weekly basis and I say, "Well, I'll achieve that," so that can go in green or, "I haven't achieved that," that can go in red and I transferred the red to the next week to make sure that it gets done, so I'm constantly following and tracking.

There's a few iPhone apps that you can use. One of my favourites is an App called 'Ready Set Goal' and the beauty about that app there is that, if you don't know how to set goals, it actually talks, it questions you through the process and it asks you, why do you want to achieve this and what sort of time frame do you want to achieve it in, who is going to be your buddy to make sure that you're achieving this - which is a really important support network you're around and you can set those. One, you can reward yourself near at the end because sometimes we just don't reward ourselves and then you can then set the milestone in that.

I'll give you one of my recent goals in the last year and it's nothing that I would ever have thought that I wanted to do but I was sitting there one day, listening to someone who has done the New York Marathon, I thought that would be something worth doing and it's beyond what I can see right now, so I'm going to set myself that goal. Essentially there's a whole lot of information that goes behind that in research, so I had to go and do that research. I went onto YouTube and I saw some marathons - the New York Marathon is on YouTube in fast speed - so you can do the whole course in seven minutes!

I did all that sort of stuff but then I have to break it down in just small chunks of the information or little milestones to get to where I needed to be. That meant that I would have to set myself on a program of how often I was going to run and how many kilometres I was going to run and so I researched that. I found the training program that I liked. Had I decided the next day to go out and run the marathon, there's no way I would have achieved that because

from my starting point, I was nowhere near that, so I had to break it down into milestone. I achieved those milestones, working my way up from 5 kilometres to 10 kilometres to 20 and then to 30, 35, 36. So I get to the marathon - I trained 10 months to do the New York Marathon - then in the end, Hurricane Sandy came along and they cancelled it on the spot.

The most important about that whole cancellation was rather than being upset about, I saw a great opportunity for me that came from that. I love to break that in percentages because percentages always seem to be something that you can work with it, so when I go on a jog, a reasonably long jog, I'll break it down into chunks. I'm just about in 10% and then while you're working along, that 10% of trying to work out what 10% with me was around and then I worked into, well I'm now at 20% and then one-quarter comes up and then soon after one quarter, you can move onto the next percentage. Then you get the 50% and then you get the two-thirds and then three-quarters and then you're almost there and that's what I find with all our goals. If I can break them down into chunks, then I can say what point in time I am actually at 50%.

One of your great friends, Kevin Doodney, who you bring along to your courses probably has the best explanation of people achieving their goals. 90% of people get within 90% of the goal and the 10% that I get there within 10%. It's just an amazing to listen to him talked about of goal setting in that frame of mind, he is amazing and so many people gets so close that never achieved their goal and it's not far off there.

Dymphna: Because they don't have the milestone to know how close they're actually are.

Ian: Absolutely.

Dymphna: The goal setting process is about that - you set the goal. I guess the next stage from this that we should talk about is other than capturing whatever else, is to actually go, "Alright, we'll put a timeframe to that and then for you, it was a year with the running, for replacement of income."

Let's put a hypothetical person together here who wants to replace, say a \$100,000 in passive income and you go, "Alright, well that's the salary that you earn now." You have got to give yourself some time to do that. It doesn't necessarily happen overnight, so with \$100,000 passive income, let's say I'm going to do that in two years. So with some education and other things, you'll look at what properties you're going to need to have and what kind of value they'll give you; what kind of passive income, and how many of those you're going to need. How quickly you can move from one to the next and what type of strategies you have to implement on those properties and start to work out, "Alright, well if I want to replace my income in two years then of a \$100,000, then means roughly \$50,000 each year but it might be \$40,000 this year and \$60,000 next year, so why do I have to do that? How many properties does that relate to? What kind of energy? What kind of strategy? What kind of thought process and effort do I have to put in to make that happen?"

That's where you start putting benchmarks in and they're called milestones and as you go through and you start put those milestones into place. Now in Ian's terminology, because he likes to do percentages, and for some people percentages work. Anyone with a mathematical kind of background who likes to think that way and, "Hey look, I'm one of them too," but I know a lot of people aren't. Percentages aren't going to work, so you go, "Alright, well I've got \$20,000 of my \$80,000; so when I get another \$20,000, I'm nearly at halfway and that sort of thing." So you start to put some parameters and some specifics around how much you've got to do now in order to make that a reality at that point in time. It might be a weight loss goal, it might be an income replacement goal, it might be a wealth goal of having a certain amount of value properties or net worth and all of those sort of things. You set the benchmark of, "Okay, that's what I want and I want it at this point in time." Then you break it back down and I like to break it down in a yearly basis first to say, "Okay, well it's this much per year," like a debit of \$100,000 but say, \$40,000 this year and \$60,000 next year, so it doesn't have to even either.

In this first year, I've got \$40,000 to make. Let's break that down into six months. Does it mean that I could do one property every six months and make \$20,000 passive income on each, that's a pretty realistic goal, or does it mean that I do perhaps a different style with a different strategy in place and I make \$30,000 on one and then I'm setting myself up to the next one after that. You start to think of the little components and break it down into 12-monthly, 6-monthly - I like 3-monthly. I really like 3-monthly and the reason for that is because I'm a business person and I've got to do my BAS, so from an accounting perspective or assessment or how I've gone and what I've achieved. What my financial position is every three months anyway, so it's a perfect time to really put aside some time to focus on what the goal accomplishment has been for you over that space of time as well, so 3-monthly really works for me. It works for me also because it gives me the enough time to make something happen.

Obviously you set weekly goals and things like that but the goals achieved in a week is going to be a smaller goal than what I am going to achieve in three months, but I'm also somebody who is very constantly on the job. So I'm constantly thinking about that goal and what it is and what I have to do to make that happen and it's something that I do now automatically because I've been doing it for so long. In the early stages I had to have in that three months, what does that mean every month, what I've got to do and in that first month, what does that mean that I've got to do every week. From the week, I put it into a weekly planner of what it means, you know, to that week that I've got to get done, so that the goal in two-year's time is actually a reality. Now you're pretty good at this too, Ian.

Ian: Look, we obviously work on Apples around the place, so we've got our iPhones and iPads and whatever and we actually schedule reminders into our phone and they automatically update on each other's phones to remind us. Our weekly business meeting is part of our goals to make sure that we're constantly moving forward, so there is a schedule in there and we get a reminder that in half an hour, we're supposed to be having a meeting. All those different types of applications, the ability to use electronic formats is

different nowadays. Some people say, "Well I'm not good at that. Well that might be a goal for you to be able to become more comfortable with that." Again, one of Dymphna's other friends that she brings along says that everyday you are given the opportunity to make a decision and she takes the uncomfortable option every time because you look at all the achievement you've made, there was always some sort of discomfort. I talked about it, not that I ever had it, but the achievement of childbirth, that comes in uncomfortable upstages that come with that but the outcome at the end is fantastic, so if you can become uncomfortable by using electronic stuff and getting used to it then you becomes comfortable. It's the same when we first start driving a car. You're uncomfortable, you have black knuckles but after time, by doing the same process over and over again, you become more comfortable and that's what happened with us as well, we become very comfortable with goal setting now and like I said, the electronic format is what sets us reminders all the time.

Dymphna: I don't think you should talk about childbirth Ian - not quite the same. So the uncomfortable road that you were talking about there is again something that you have got to think of in these terms, that if you want a different outcome, from the outcome you've been getting all of this time, then you have got to start doing things differently. That may mean getting uncomfortable with the way you do things, I mean, you see the analogy of getting in the shower. It's like which body part do you start to wash first? When you clean your teeth, which side of the mouth do you put your toothbrush? Which way do you go to work? Do you go to work the same way and I think when you really start thinking about those things, most people will go, "Oh, I think I do things exactly the same way every single day." Well if you want a different outcome, you've got to start doing things differently. This really applies when we're talking about life and achievement and making things happen and having things in your life or having your life the way you want it to be. It's very important that you start to do things differently. Start thinking differently. Start getting uncomfortable with just

general day-to-day things, so that you're training yourself to actually achieve and make things happen in a whole new light.

Ian: The other thing that I will say there too is that sometimes the impediments to our success, they're right in front of us and one of the big ones, I would say for most people, is they say that they don't have enough time. That is one of the biggest things that made a difference to our life of goal setting, it was giving up the television and it took so much for me to get rid of that television but once we started setting goals, I was never going to make excuse of time as being part of the reason to achieve my goals. I looked at different ways on trying to make more time in my life and definitely one of the big ones was the television. Again, when I talk to your students, they say, "Well I've got no time," I say, "You have a television. " "Oh yeah, but I don't watch it." I said, "Well if you're not watching. You might as well get rid of it." The truth is like the chocolate cake in the fridge. If you're trying to lose weight, the worst thing that you can have is chocolate cake in the fridge, so if you've got television and you're trying to save time, then you probably should get rid of the television too.

Dymphna: That's a hard call for a lot of people. It's like, "But I've got kids, but this, but that," and well what's the most important in your life. For some people the reality that they're not prepared to put in the effort to make their goals a reality, is a big shock, but now is the time to be thinking about that. Now is the time to be asking yourself the hard questions and making the hard decisions to put into place the actions and the thought processes and the discipline required to achieve whatever it is you want to achieve because anything is possible if you allow yourself to actually achieve it. Most people don't give themselves the opportunity to have whatever they want.

I was talking to a kid the other day - I'll use 'kid' lightly. He's 19 years old, who has never had the good fortune, I suppose, to believe in himself and to really know that if you set your mind to something you can make it happen. That you can do anything you want in life if you set your mind to it and you get out there and you take action and you work towards it. You can make

anything happen and it was interesting to watch over a period of time how this particular person changed in behaviour and in success, confidence, everything. He started to really take on board the fact that, "Geez, I could actually do that or I can do this or I can make that happen or whatever." It was because he'd never really thought that he was able to make any of those things happen, so do yourself a favour and tell yourself on a regular basis about how amazing you are and how anything is possible.

One of the things that I like to do on a regular basis is read and I find when I'm not reading motivational books, when I'm not reading inspiration and really tuning into podcasts and webinars like this that I start to slacken off myself. You stop setting those goals and your life tends to stagnate. It's only when you really get motivated and get excited about life, that things start to happen and anything can happen if you let it. If you give it the opportunity and for most people unfortunately, they don't give themselves the opportunity to do that stuff.

Ian:

I will add to that. A few months ago, I had plateaued in what I would call successful achievement and I sort of slackened off on the goal setting and doing the bits and pieces on that and then finally once we reset within the space of days, things started to happen in my favour again. I was starting to achieve and call it whatever you want, there is an amount of energy that is related to that. One example this week; I think years and years, I always wanted to buy a church and there's an energy around, so every time I think, we're driving past an old regional camp and I see a church, I go, "That's interesting. That looks a nice church and whatever." I happened to be driving past one about month ago and it had a 'For Sale' sign on it. I went over and found the phone number, rang the phone number, and I now own a church. I was telling my colleagues about it today, they're wondering whether I wanted to start a course or not, that's not one of my goals but certainly there's an energy, so when I think about some of the things that have happened in my life, it's always because I've thought about it and dreamed only in that experience.

The other component of success and goal setting is you have to ask yourself if you read those motivational books whether the likes of Richard Branson, and Kiyosaki, and Robbins, and Dymphna Boholt, actually set goals themselves. When you go and read their books, it's absolutely that's what they do. Their successes are definitely related to how they view their life and how they set their goals and that's something that I only picked up on two or three years ago. We can just go along and be in our comfort zone but until we look at those successful people around us and what they are achieving and how they are achieving that, that's when you really start to move.

Dymphna: That's right. It is absolutely everybody, whether it would be a sports star or musician, successful business person in any field - every single one of them places a lot of emphasis and importance on goal setting. It's something that has become part of everybody's life and must be part of everybody's life because it is the key ingredient to success. It is the key thing that will make the difference between those who succeed, and those who fail, and those who don't even try and stay motivated with it, stay connected, keep that energy at the level it needs to be for success. Everybody wanes, everybody has lapses, just get back on the bike, get back into the energy of success, and the energy of achieving and start resetting those goals because that's what will make the absolute difference between accomplishment and not.

Ian: One of the things that you talked about in your book is the study that they did at Harvard University, is that goal setting?

Dymphna: They interviewed the class of 1953, the graduating class of 1953 at Harvard University and they tracked that graduating class for 20 years and what they did and what they achieved and all of that sort of thing. Then when they went back and they did the assessment on them 20 odd years later, they found that the 3% who set goals - so all of the graduating class of 1953, only 3% of them actually set goals - when they reviewed them some 20 odd years later, the 3% who did set goals were worth more financially than the other 97% combined. Isn't that amazing? So those that were actually setting the

goals were worth more - that 3% - than all the rest of the class combined. That's how important goal setting actually is.

Ian: I have to agree with that because of what I said before. When I'm not on top of my goal setting processes, I lapse and I plateau and sometimes I even go a little bit backwards and then when we reset and really get serious and constantly monitor it, as uncomfortable as it sometimes it is, we really do have some success.

Dymphna: Yes, and everybody goes through those ebbs and flows, the difference between those that succeed and those that don't are the ones that get back on their bike and start again. Alright, well today is another day, and let's get back into the habit of success which is that focus, motivation, energy level of success which comes from goal setting.

So guys, that's it for me today. I really want to draw your attention to the importance of this. I want you to have fun with it. I want you to play with it. I want you to really spend some time everyday, just 10 minutes, 15 minutes really thinking, having some time by yourself that you can set aside to really get in touch with who you are, what you want, what you want to make happen. I suggest you have a pen and paper there beside you and write. Do some free writing. Free writing is a very creative and it gives you the ability to just to be able to capture things very quickly. For those of you who don't like writing, use the tech stuff, use the apps, use the computer, use whatever, use a recording and just capture those thoughts, capture those ideas because every single thing on this Earth that you can possibly think of, absolutely every single thing that is man-made has started with an idea, it started with a thought. If you don't give yourself the opportunity to have a thought, to have that original thought, then you're limiting your own success, you're limiting your own ability, to be able to achieve and it's something that you absolutely have to stop - it's a habit to get rid of it in the future. You must must give yourself the opportunity and the time to actually layout and have that thought process about what you want to achieve? Where you

want to go? What you want to make happen? Give yourself an opportunity to have an original thought.

I was talking to someone the other day about original thought and really questioning whether they had an original thought. Just think about, thinking about something for the very first time that nobody in history or anywhere else on the Earth has had that thought, that's pretty cool. What about you Ian? Have you have you an original thought?

Ian: Have I had some original thoughts? What if I should tell anyone about it?

There is some really simple examples when we look at in the whole world. Everything that you look at is an original thought in some way and you can start with Da Vinci thinking about airplanes and things that fly. Really simple things like those stickers that go on the back of the car with 'my family'. Now it's quite a simple thought but it's an original thought that no one had put together yet.

Dymphna: That is an Australian one too.

Ian: Yes, they're all over the place. It's just amazing what people can think of it. If you can open yourself up to that and the free writing type of stuff and free thinking type of stuffs is what will you get to that point.

Dymphna: That's what I want everybody to really focus on over the next week. Really focus on having an original thought and capturing that thought because you'll never know when that next original thought is going to be a million dollar idea, that like those stickers on the back of the car, have made that family an absolute squillion. Think about that. Think about your original thought and spend sometime actually really nurturing yourself to have those thoughts. Give yourself that time over the Christmas period when most have got a little bit of time, a little bit of holiday downtime to be able to do this and really commit to giving yourself that time, that opportunity every single day, just 10 minutes, 15 minutes, whatever it is just to be really able to connect with who you really are, what you really want to achieve. Get out there over this Christmas period and do some data sampling. Data sampling

is fun. Data sampling is the best part of that goal setting. Do you like data sampling?

Ian: I do and I'm looking forward to a few weeks to be able to do that.

Dymphna: Very good. Well come back in a couple of weeks and tell me all about your data sampling and what you've decided to include in your future.

Ian: No problem.

Dymphna: Okay guys, well that's it for me. Thank you so much and I'll be back again to talk to you very, very soon, but please, please, please, give yourself the opportunity to succeed. Start that goal setting process and really enjoy this process over the next little holiday break and do some data sampling for me. Okay guys, thank you, bye for now and thanks Ian for being on the line.