

## PERSONAL DEVELOPMENT



# Make the most of your POTENTIAL

Do you have an inspiring and compelling vision of the future? For your business? For your personal life? **Karl Hartey** outlines the power of positive thinking

**HERE'S THE SIMPLE TRUTH:** you *can* design the perfect life and you *can* design the perfect business and you *can* have what you want.

Would you like to earn £250,000 per annum, work 40 weeks a year, four days a week? This is not a dream - it is achievable. It won't happen overnight, but with planning and hard work it can be a reality in three years' time.

Ask the three-year question: "If we met here in three years and looked back over the previous 36 months, what would have to have happened to you, both personally and professionally, for you to be satisfied with your progress?"

Remember your goals can relate to work, financial, family, physical, social, intellectual or spiritual matters.

When you have your vision, share it with your associates. Let them know your intentions and where the business is going. Have them understand that they are all part of the process and that there will be compensation for them as they work towards its success.

To commence the process, you need to articulate your core values. Your life and business will proceed much more smoothly when aligned with your core values. Think carefully about the following questions and answer them as honestly as possible. Your answers will help you to determine the things of key importance in your life.

- If you were to do one thing in your professional life that would have the most impact, what would it be?
- What are the tangible and intangible things you would most like to have?
- What would you most like to do?
- What kind of person would you most like to be?

Look back over your life and recall times when you felt completely yourself – when you felt excited, fulfilled and full of energy. Was it when you used to draw and paint as a child? If so, it's possible that 'creativity' is important. Perhaps it was the time when you travelled to some exotic part of the world, or took up hang-gliding or rock climbing? If so, then maybe one of your key values is 'adventure'. What are your priorities? If one of your top priorities is spending time with your loved ones, then one of your key values might be 'family'.

By clarifying your values, they become more real. Also, your definition may be different from someone else's. For example, to you, 'professionalism' might mean 'delivering a five-star

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service' whereas for someone else it might be 'always showing up on time'.

As important as values are your roles – the key relationships you have with other people. Roles represent your principal areas of responsibility in life.

List each of the roles you play in life – spouse, parent, business owner, friend, community member, sports team, etc. Don't forget to include 'Being me'. List the people connected with each role. In your role as employer, for example, the key people associated with that role would be your staff.

Finally, write a description of your ideal performance in each role – even if this is not the reality at the moment, e.g. using the example of 'parent' you might write: "I give my children

unlimited love and support; I am always available to them; I make it safe for them to say anything to me; I encourage honesty at all times."

Remember to use positive statements when describing your ideal performance in each role. Start taking a holistic approach to the way you're running your life – develop the habit of setting goals for each of your key roles, and across the various different areas of your life.

### 21 GOALS IN 90 DAYS

What are the goals you most want to set for yourself over the next 90 days? Select those goals which you really want, not the ones you should, could, or might want. Give some thought to setting both your personal and professional goals. When you have set the right goals for yourself, you should feel excited, a little nervous, ready and willing to go for it.

Don't choose the goals you have historically chosen but never reached, unless you're in a much better position to reach them now.

Athletes often talk about 'The Zone'. When they're in the zone they feel wonderful – it's going so well they don't even know they're doing it. It's about 10-17 miles in the marathon. You're in

the flow and it seems as if whatever you're doing requires no effort. You're happy. You're fulfilled. It's going well. You're centred.

Keep this in mind as you answer these questions: *What are your greatest moments of happiness and fulfilment? What are the activities of most worth in your professional life? What are the activities of most worth in your personal life? What talents/capabilities do you have? How would you like to best contribute to the world?*

The answers will help you determine how to proceed. We'll put more flesh on the bones in the next article.

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