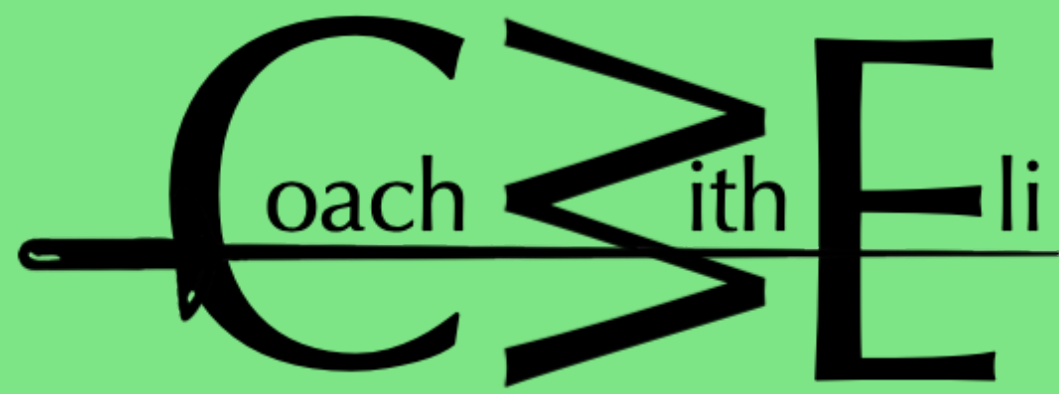# Practice Makes Perfect(er)
SMART Goals

Why Use a SMART Goal?

Most people don't achieve what they want because they *don't know* what they want.

Lack of planning is responsible for a significant amount of failure.

Many people focus on simply avoiding pain rather than moving toward pleasure.
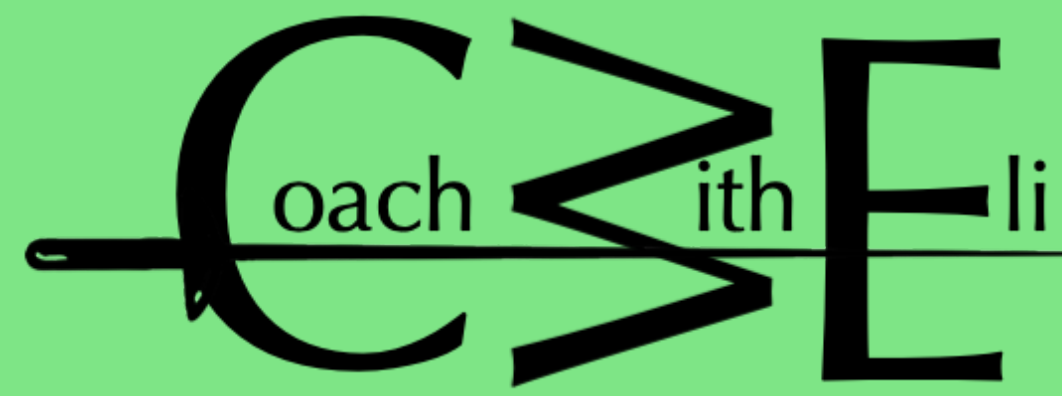
The idea of being "at cause" can be overwhelming, and some people find it is easier to blame others rather than take responsibility for their own life.
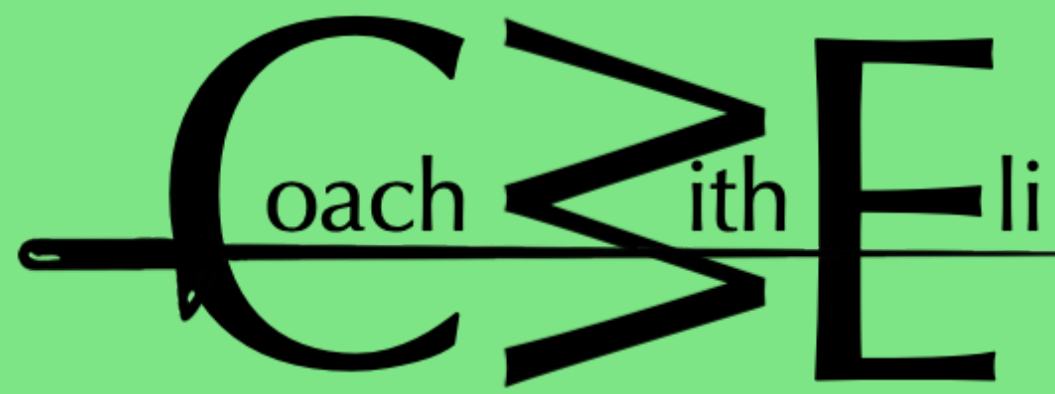
What is a SMART Goal?

A **SMART Goal** is:

- A clearly defined measurable outcome

- Supported by resources

- Properly future paced

- Entirely at <u>cause</u>

Cause and Effect

C > E

When you are living at *effect*, there is no responsibility. Everything in your life is <u>because</u> of something or someone else, and you are essentially a victim of circumstance.
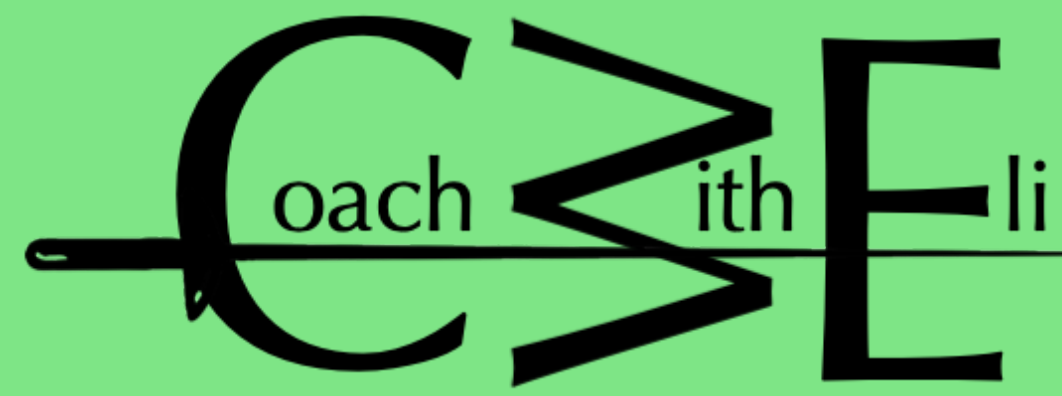
When you are living at *cause*, you are 100% responsible for your thoughts, feelings, and actions which <u>cause</u> your results. While you cannot control other people or every circumstance, you get to choose how you interpret the information and respond to it.
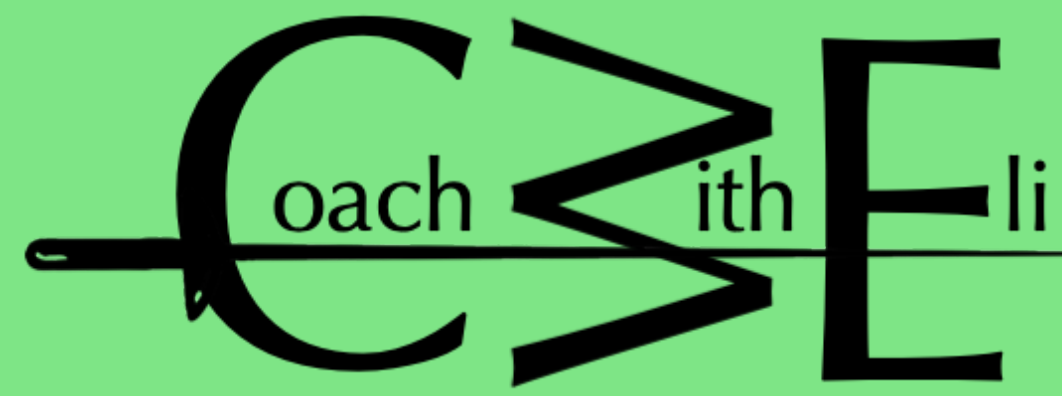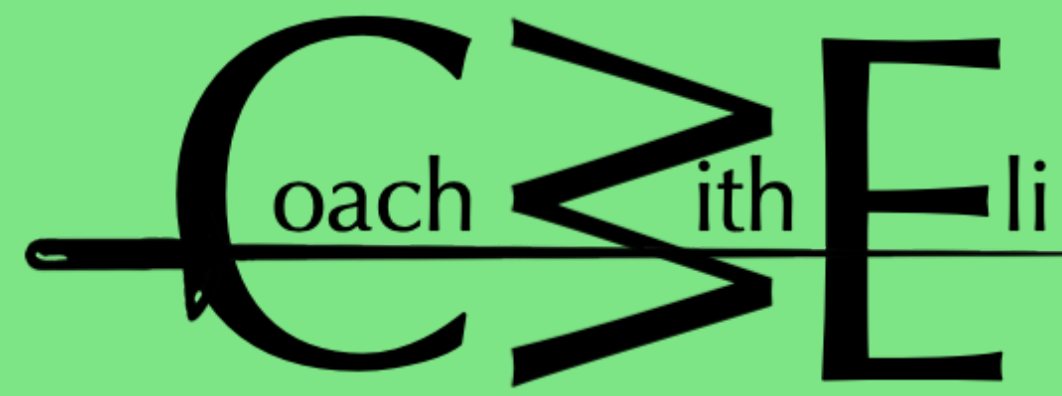
Creating a SMART Goal

S stands for:

- Simple

- Specific

- Self-oriented

Creating a SMART Goal
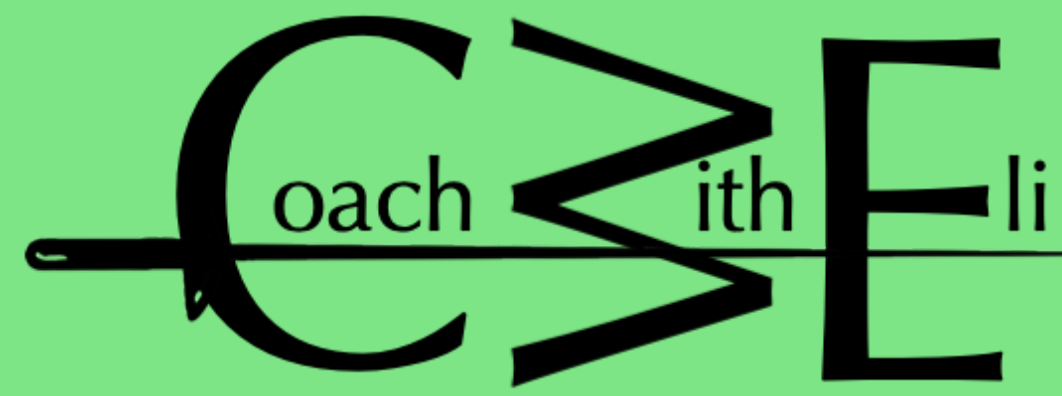
M stands for:

- Measurable

- Motivating

- Meaningful

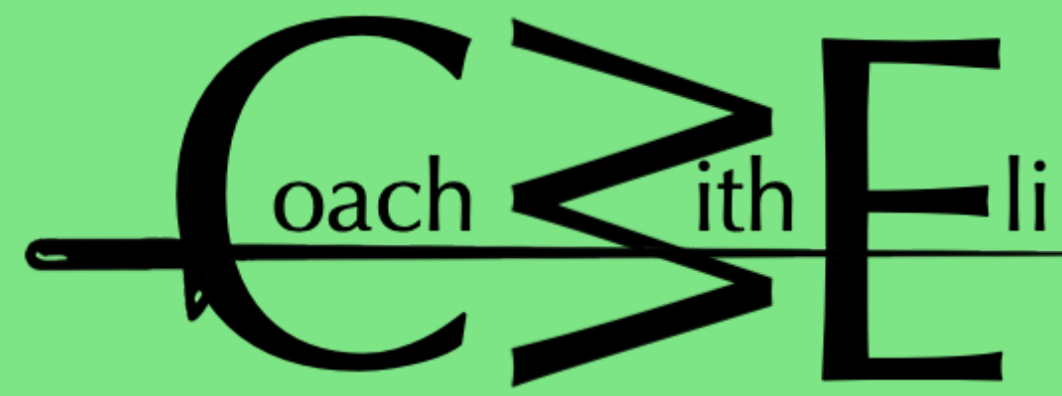# Creating a SMART Goal

A stands for:

- Actionable

- Achievable

- All areas of life

- As-if now (*future paced*)
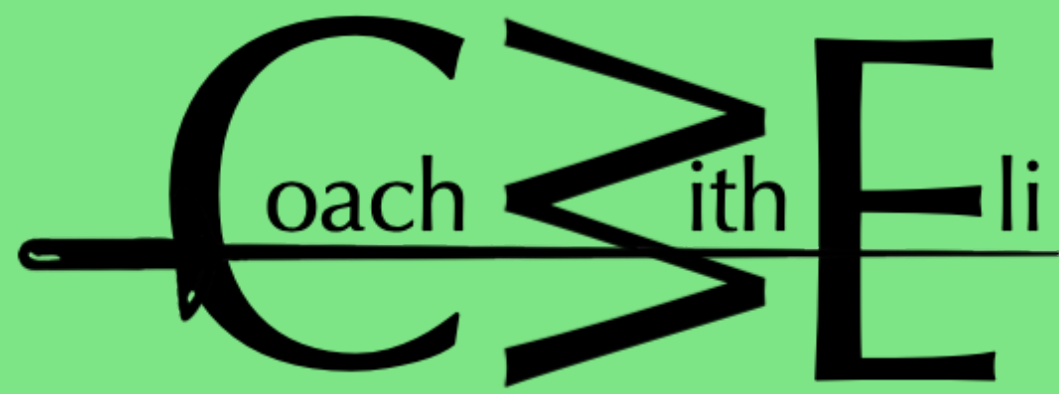
Creating a SMART Goal

R stands for:

- Realistic

- Resourceful / Resources

- Responsible

Creating a SMART Goal
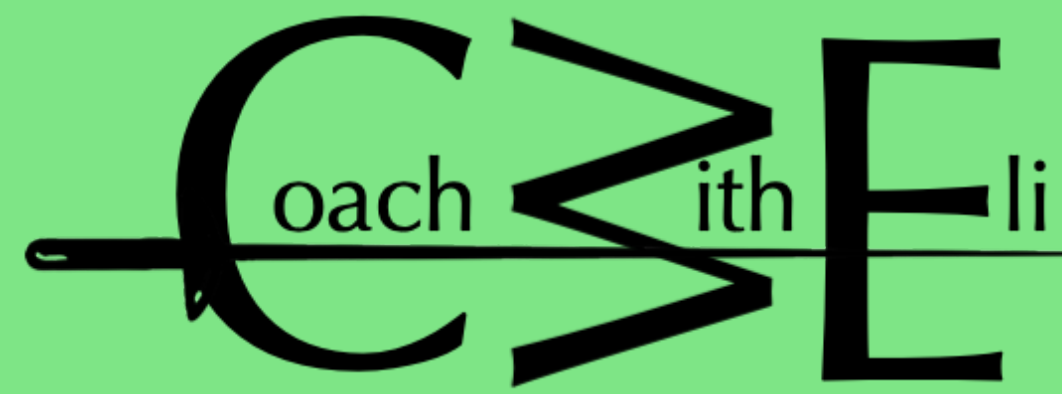
T stands for:

- Toward-motivated

- Timed

- Top of mind

Questions for Designing a SMART Goal

To develop and design a SMART Goal, you can ask questions such as...

- *What is your goal, specifically?*
- *What will you see, hear, and feel when you know that you have achieved it?*
- *Where are you today in relation to your desired outcome?*
- *How will you know when you have achieved your desired outcome?*
- *What will your desired outcome allow you to do?*
- *Do you truly want the results this outcome will create in your life?*
- *Are you fully at cause?*
- *Are you certain that you are the only person in charge of your results?*
- *What personal resources do you already that will aid you in achieving your desired outcome?*
- *Who do you know that has already achieved your desired outcome (or something very similar)? And what resources did that person have?*
- *Just imagine you already have your outcome now. Other than the resources you've mentioned, what other resources did you use to achieve your desired outcome?*

What are some other questions you could ask when designing a SMART Goal?
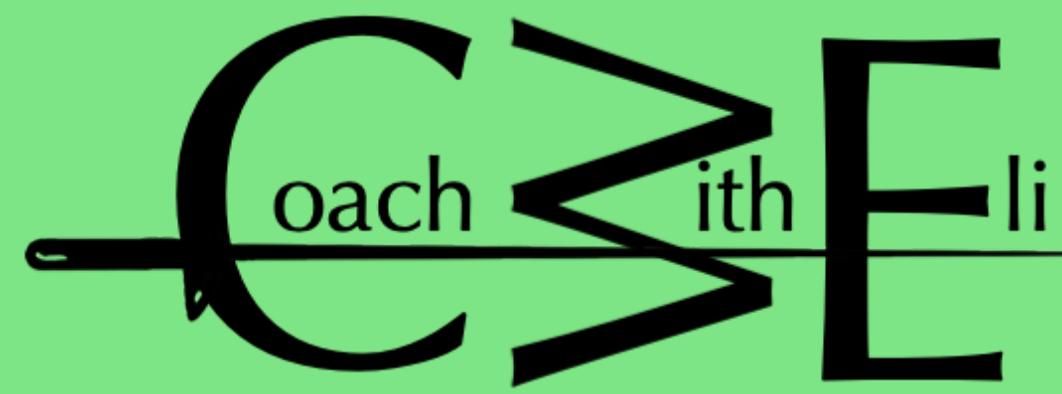
Practice

Practice asking questions to help someone develop and design a SMART Goal.

- Learn about the specifics of the goal

- Make sure the person is fully at cause

- Identify resources that will help the person succeed

- Future pace the result

- *Set up the first action step toward accomplishing the goal*
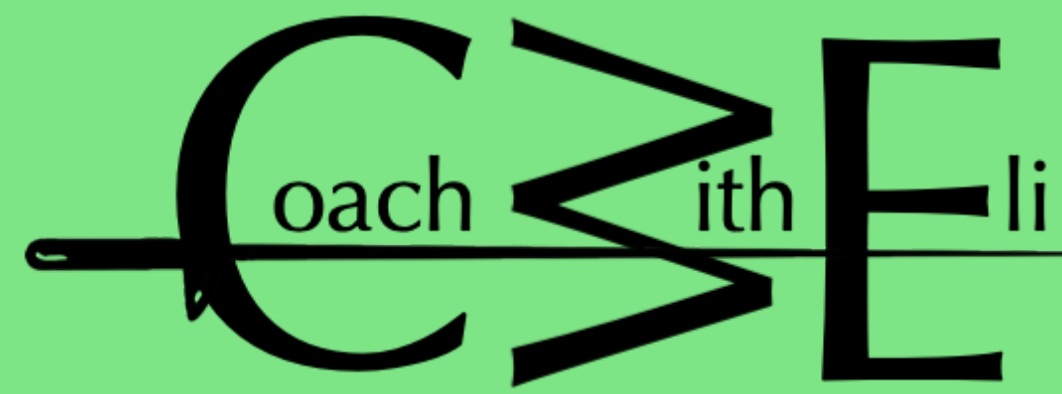
Final Thoughts

- What questions do you have?

- Write down at least 5 AHA's from today's training

- What is your feedback from today's training?

- What is your plan for implementing the skills you worked on today?