

GOALS
+ PLANS
= SUCCESS



The Goals We Lay Out Now Will Be The Focus for Our Future Many Years Ahead for Each of Us.

Being we are still early in the year, it is no surprise many of us are thinking about all we have to accomplish this coming year and what it is going to take to get there. It always seem the best way to get motivated is to plot out specific goals and challenges to allow you to focus on what really matters – taking small steps to reach them. It was nice last week to have someone that gave us a road map and a push in the rear to get going and find our path. **Dave Flessner of Mustard Seed** was the man of the hour last week.

Dave told us of five different areas that we should be focusing on to help us get going. The Prescription, The Goals themselves, A Strategy, A Plan, and finally Our Behavior.

Having a Prescription for attaining your goals requires a Prescription – a vision aligning seven areas of your life, who you are. These include your personal and social areas, work, family, spiritual, financial, your mind, and your health. Staying focused making sure these all have your undivided attention. Dave says it is best to have a 5 to 10 year vision – be looking ahead to the things you like or love to do.

The second challenge is finding out how to set goals smarter. He said you need to set specific goals. Be able to visualize what you what and need to accomplish and keep repeating that “I CAN”. And third, you need to share your goals with others so you become more accountable to yourself. You should be specific, measurable, attainable, relevant, enjoyable, and confined to a specific time frame.

Once you’ve set your goals, you need to be looking at a strategy that you can commit to – what will I do? You will start thinking of who you know and have done business with, those you have done a little business with but don’t know them very well, and third, those whom you have not done business with but want to.

Once you have a strategy in place, a Plan comes into play. This is where you begin taking a wider view of your situation and determine what you will do moving forward. Here is where you determine a best case and worst case scenario, as an example, the Top 20 List for companies in a certain category. Here is where you make your list and use that to track what results you obtain.

When all this is said and done, we need to focus on what we can control – our behavior, and attitudes, and the techniques we use to determine what we know. There are challenges of course – high costs, family challenges, health issues, and excessive client demands.

Here it is best to identify and replicate our positive behaviors, as example, sending emails, scheduling face-to-face appointments, asking for referrals, engaging in extensive networking groups, speaking at every opportunity you can, try to be included on the Top 20 List that exists, try and make it onto the Top 100 List in your appropriate field, develop a supportive Mastermind Group, generate proposals, and have a “Dream Board” showing what you would love to have or where you’d love to go so you can stay focused on WHY you are putting in all this hard work.

Dave said it is best to have different things you do each day. You could have a Focus Day – where you focus on only one thing intensively. Or a Buffer Day that you use to prepare and plan for what you have to do that week or month. And then there is a great day – your Free Day where you give yourself time to regenerate.

Dave was closing by explaining the one missing step in most planning is making sure you reward yourself – celebrate your successes. It is best to set a goal and identify a reward you get when you reach it. So what do you really, really, really want? What do you love or enjoy? You

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can track all this by using a daily journal, and asking yourself if it was a Happy or Sad day. Take it estep at a time and you will be amazed at what you can accomplish. Thanks Dave for such an insightful and meaningful morning. We are all better equipped for the year ahead.



**WE ARE AT DEER CREEK CC -
7300 W. 133RD ST., OPKS.
MEET UP AT 7 AM; BREAKFAST
AT 7:25; SPEAKER AT 8 AM.**

SPEAKERS SCHEDULE

See Page 2

ALL THANK YOU'S

See Pages 6-8



UPCOMING

SPEAKERS

SCHEDULE

Here is a list of our upcoming speakers. Please note some events are evenings or away from Deer Creek CC.

ARE YOU INTERESTED IN JOINING PROSPECTORS?

Give Sean Felton, our Membership Chairman a call at 816-258-3774 or email at DrSean.Felton@gmail.com before you visit our group so we can make sure there are no category conflicts with our current members.

Feb. 1st – Chris Pickering of Pickering Law Firm at Deer Creek CC.

Feb. 8th – Dan Holk of Motivations through Incentives at Deer Creek CC.

Feb. 15th – TBA

Feb. 22nd - TBA

**IMPORTANT REMINDER –
ESPECIALLY FOR NEW MEMBERS:-**

WINTER STORM POLICY

If the *Blue Valley School District* cancels classes on the Thursday of our meeting, there will be **NO MEETING THAT DAY.**

Please check late the night before or early the morning of our meeting date for school cancellations.

Trivia Question:-

What are the most common initials of Superman's friends and enemies ?



QUOTES OF THE WEEK



The Beatles performed their first concert in the United States in New York City at Carnegie Hall.

Con't. From Page 1.....

None this week.....

BE A PART OF THE BEST NETWORKING GROUP IN JOHNSON COUNTY – COME JOIN YOUR FELLOW PROSPECTORS THIS THURSDAY

If you have any causes you are supporting this spring, please pass them along to the newsletter editor.

TONIGHT!! – **Come spend an evening listening to Chris Pickering with his group** Lady Fury and the Bridgetones - is playing a five song set TONIGHT Tuesday Jan. 30th at Callahan's in Lenexa - 12843 W 87th St Pkwy, Lenexa, KS 66215 at 87th Parkway and Gillette - 7:30 to 7:50ish Favorites from the 60s and 70s - and a current hit.

Leigh Wagner of KU Integrative Medicine is looking for a highly organized, conscientious, personable, hard-working, and detail-oriented patient service representative. (I hear those are super easy to find!) I appreciate any leads. Thank you! 913-945-6809..

Board Meeting next Tuesday Feb. 6th at Coach's Bar & Grill – 5:30pm. Please let those in charge know if you do not plan on being there.