



How To Create A Compelling Future!

By “Jimmy Z” Zawiski of TurboCoaching.com

How Would You Like To Get A Jump On The Competition and Get Fired Up In The Process?

Do you know the most important thing you can do for yourself to stay motivated and ahead of the competition?

Be one of the very few who do by investing the time *before* the New Year begins to have a written “**Plan of Action**” of goals and strategies that creates a “**Compelling Future**” worth playing for!

So the point of this timely message is to compel you to step back from your life, think about what’s most important to you and why are you doing this business in the first place, and write out some specific, measurable and manageable goals and strategies that you can get “**Fired Up**” About!

Here’s 16 “Hot Tips” to help you be more **pro**-active vs. **re**-active to make the most of this New Year!

16 “Hot Tips” To Design A Compelling Future and Goals Program!

1. **What’s the #1 principle in effective Time Management???** Plan Your Work and Work Your Plan!!!
2. **Want to save time long term??** Give yourself the gift of a compelling future and create a set of written and specific goals with target dates in each area of life you are committed to improving. The basic areas of life to consider (in no specific order) are:
 - ◆ **Work** – What specific benchmarks do you want to achieve, and what specific strategies and skill sets do you need to improve upon and/or implement to get you there??
 - ◆ **Play** – What specific things do you like to do, places you’d like to go, things you’d like to get and people you’d like to play with to “*Enjoy The Journey*” even more??
 - ◆ **Health** – What specific fitness benchmarks do you want to achieve, health issues you want to clear up, and what specific strategies and habits do you want to work on? How can you measure and manage your progress?
 - ◆ **Wealth** – What specific saving and investment benchmarks do you want to achieve, and how much money does your money earn you now? Based on that information, when can your investments replace your income so you are financially free (independent) from having to work? Will you be 50? 60? 70? 80? Or is there no end in sight?? What is your plan?
 - ◆ **Spiritual** – What gives you a sense of greater purpose, fulfillment and love in life? What books, CD’s or seminars can you engage in to grow spiritually? Where can you go to grow closer and deeper in your relationship with God? In what ways can you contribute back to the community? Who specifically can you “adopt” or mentor to make the difference in their life that wouldn’t be made if it weren’t for you??
 - ◆ **Relationships** – Who specifically do you love, and in what specific ways can you connect more

with them? Make a page per person and think of things you can do to support them, grow with them and contribute to their life. What things are they up to that you can take an even greater interest in? What special gifts can you give them for any or no reason at all? Do the same for your friends and associates. When are their birthdays, and print out a bunch of cards that you can send once a month for everybody's birthday that month. Become an "Advocate" of others business, and they will enjoy being an "Advocate" of yours!

- ◆ **Growth** – What specific ways do you want to grow Mentally and Emotionally? What books would you like to read, or CD sets to listen to? What Seminars or events do you want to attend? What specific Skill Sets do you want to improve upon personally like speed reading, improving your vocabulary, learn a new language, or develop a hobby or passion? You're either green and growing, or ripe and rotting! What feeds your passions and who can you share them with??

3. **Want to look at them more than once??** Take a ½ inch Clear view Binder and a set of tabs for each area of life and voila! You are now in the top 3% of all people who actually have a written plan of action ready to implement!! Make an inspiring cover for it, and you can work in it, and it will inspire you!
4. **Want some coaching and support to follow through on your plan??** Compel a friend who's more successful than you to do it too. Schedule a monthly meal together to support each other on your progress. Make promises on at least three things you'll do each month. Call each other with Wins and Challenges.
5. **Want to make more progress this month??** Break down your quarterly goals into monthly, weekly and daily actions. Really. Timeline it out so that you have a measure of progress to gauge upon.
6. **Want to get more done this week?** Get in the success habit of weekly planning. Set aside an hour on Friday, Sunday or Monday morning to plan out the highest payoff activities you can engage in this week. **PLUG THEM INTO YOUR SCHEDULE LIKE YOU WOULD ANY OTHER MEETING!** If you have to move them around later, fine, just block the time out and start running yourself like the high powered executive type you are!
7. **Want to get more done today?** Start each day with the question "What are the highest payoff activities I can do today?? **PLUG THEM INTO YOUR SCHEDULE LIKE YOU WOULD ANY OTHER MEETING!** Why do I repeat myself you ask? Because people would never think of just blowing off a meeting that's scheduled with someone else, so, aren't the items on your agenda just as important??

You can reinforce the high performers habit of doing the most important things first if you just start asking yourself what 1,2 or 3 things can I do today that will give me the greatest return on my investment of time and energy toward my goals. Having your yearly, monthly and weekly goals in front of you in your binder while you plan, will turn you on and you will feel and be a winner!!

8. **Want to get more done in an hour??** Do a Power Hour!! Write the exact time on a piece of paper and 1-3 things that are most important for you to get done in that hour. Practice managing your focus. Avoid distractions and make it a game to get back on track when you do have to address something else. You will strengthen your focus muscle and you will not lollygag around so much with a short-term deadline!
9. **Want to make sure you follow through with your Power Hour??** Enroll a friend in playing with you, and call each other with wins and challenges if you need support. When you check in, gauge your states of mind. Gauge on a 1-10 as far as how well you are driving your focus and progress. Ask what

can you do to kick it up to a 7-10 now?? You each pick your own goals, and it's more about kicking butt in that hour and staying focused on a scale of 1-10 than getting it all done. You can always re-up for another hour if you'd like! You can find out more with my Coaching Cards™!

- 10. Feeling Overwhelmed with things to do??** Do a Brain Dump on a blank piece of paper by labeling each big chunk/project in a circle. Stem off the little actions for each one in their own circles attached by a line, and do that for as many things as are on your mind. They do not have to have any rhyme or reason to them, or order at all. You can use Jimmy Z's [DotBoards™](#) for this very effectively.

The purpose is to just get them out of your brain and captured onto paper. The second step is to use that sheet like a "menu" of possible things you can do now, and then prioritize and plug them into your plan/schedule. You can use it like a worksheet to plan from, and you will be surprised how it will free up your emotions not having to remember it all at once! Check out my ["Game of Dots!™: How to Train Your Brain To Be An Idea Machine"](#) Workshop for more ideas how to do this with ease! You can also book a coaching session for more help cutting through the clutter.

- 11. Want to prioritize better?** Prioritize your actions with the A,B,C, 1,2,3 Method. Basically you break your "To Do" list down into A's, B's & C's based on the biggest return on your time invested. You then prioritize each "A" item by number, then "B's", etc. Very good!
- 12. Want to stretch yourself to grow the most??** Ask yourself, "*What am I actively avoiding??*" when you prioritize. You'll find it valuable to tell the truth and stretch yourself to get that done first!
- 13. Want to stop getting distracted?** Ask yourself, "*What's more important than my goals?*" Revisit each area of your plan and make a page to explicitly state *why* you set that goal. Then if something comes up, you are reminded of the benefits sticking to your plan. A great acronym is **What's Important Now??**
- 14. Want to stop saying, "Yes" to every single request for your time and help that you get from others?** Share your goals and plans with those that frequently call upon you for assistance. They will be impressed with your ambitions and will respect your decline when you share what other priorities are on your plate right now. Then, when something comes up that you really can and do want to invest some time in, you'll have the time to give joyfully without sacrificing your health, family or other priorities!
- 15. Want to develop your ability to say "no" in a kind way?** When someone comes to you repeatedly for assistance, ask yourself "*Why are they coming to me?*" Are you the only one that can get it done? Are they avoiding doing it themselves? Do they not know how to do it? Do they value your contributions?

Depending on the answers to those questions, you may think twice before agreeing to assist. One great way to limit your time in any activity is to not take responsibility for the delivery or outcome and instead, offer to be an advisor. Offer them some 10-Minute Turbo Coaching™! That is, offer some assistance like helping them figure out the best person for the job, rather than taking on the project or task yourself! Offer to coach the one they pick to do it. Then you can have great discussions with the person doing the work, add value and save yourself time that can be applied toward your own goals.

16. **Want to develop even greater skills and habits to get more out of your time??** Look at others who are effective and ask them or model their skills and habits that make them so effective and productive with the same 24 hours you have. Want some outstanding coaching from experts that is well worth your time and investment? One of the best programs to fire up a goals program is Tony Robbins “30-Day Personal Power Program” or his “Get The Edge” 7-day program. They are OUTSTANDING! I have sold hundreds of them and they will empower you! Call us at 1-888-462-4769 to order it. The best tape sets I know on time management are Brian Tracy’s “How To Master Your Time”, and Dr. Stephen Covey’s “7 Habits of Highly Effective People” & “First Things First”. Call my office to order or find out more, or you can always go directly to [TurboCoaching.com!](http://TurboCoaching.com)

My Friend and Mentor Paul J. Meyer once said that “Success is the Progressive Realization of Worthwhile, Predetermined, Personal Goals” and I believe that. Our time is a gift from God, and what we do with it is our gift back. I hope these “Hot Tips” benefit you and others on the road to happiness!

Enjoy The Journey!

Jimmy Z

“Jimmy Z” Zawiski runs TurboCoaching.com, a Personal and Professional Development Resource site and Training Center you can utilize to make a difference in you career and your life!

You can Register for his [“Turbo Coaching For Sales People!” Seminar](http://TurboCoaching.com) at TurboCoaching.com or by calling toll free 1-888-GO2-GROW! (1-888-462-4769)