



# The Don Hutson Report

Global Expert on Sales & Negotiations

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## Creating Visions and Goals for Success

(Part 2 of a 6-part series on “Mastering The Mind Game”)

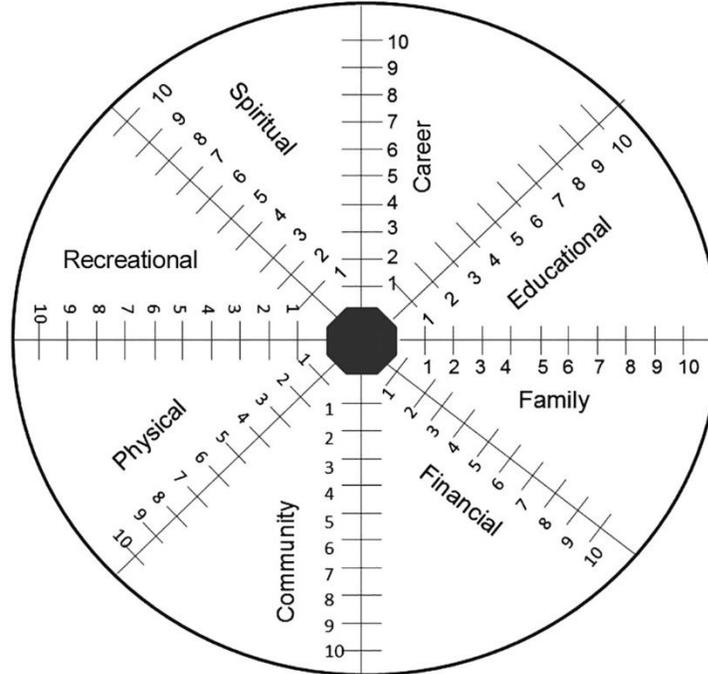
**Goal-setters who have a clarified vision** of desired outcomes, strong faith in their ability to achieve them, and a willingness to plan and take action, will enjoy resounding success! Uncompromised determination coupled with intense focus and follow through will enable the goal to become reality. When you determine that you are going to make your vision come about, nothing in the above list of descriptors can be short-circuited.

**Just as a moving magnifying glass** over an old newspaper outside on a hot, clear summer day will *never* cause a fire, the person who is not convicted to his goals will most assuredly *falter*. Conversely, the moment you hold the magnifying glass still under a hot sun and focus the energy of the sun, you will see the newspaper darken and momentarily catch fire. Likewise, committed achievers who maintain their focus, never give thought to surrendering on their goals, and persist regardless of obstacles will enjoy a level of success never known by the multitudes.

**Here are a few proven strategies for getting you your desired results:**

**TARGET (Establish) eight goal categories.** The most preferred common ones are... Physical, Spiritual, Financial, Community, Career, Educational, Family and Recreational. Change or choose ones that work best for you.

## Goalsetting Roadmap



- Use the spoke and wheel method of charting your goals with ten hash marks on each spoke...
- The recommended process is to chart your “current reality” in each category by putting an “X” on the number that represents where you are now (with 1 being the lowest). After careful thought, put a bold dot on the number you want to be by the end of the year (or quarter, etc.). The deviation between the two numbers creates a constructive visual “roadmap” for goalsetting that will help energize you to action! In addition to charting the numbers, you need to create a brief narrative for the specific goals you want to achieve in each category. The more detail the better.
- Refer to your “roadmap” illustration every day and think about what you need to do in each category every day, week, month, to make progress and ultimately reach your destination.

**One of my favorites quotes on goals** is from Paul J. Meyer. Paul said, “Whatever you fervently desire, vividly imagine, and enthusiastically act upon must inevitably come to pass!” I sat next to Paul at a Banquet in Dallas one night and found him to be as big a thinker one-on-one as he was in his writings. His Success Motivation Institute made him hundreds of millions and he was having fun giving away most of them in the last ten years of his life.

**What would you try if you knew** you could not fail? Do not fear failure! If you will visualize your significant goals and dreams, and move toward them with energized action, you can make them happen. It has been said that we *triple* our commitment and results when we write our goals down and *quintuple* our commitment and results when we assign them a time frame.

***Remember, there are no unrealistic goals, only unrealistic time frames.***

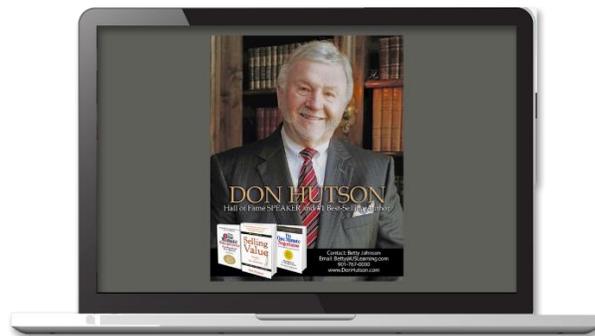
**Marcus Aurelius said** “Dream big dreams; Only big dreams have the power to move men’s souls”. God gave us extraordinary abilities to think, reason, decide and act. Don’t go to your grave with your music still in you. Go make something great happen!

*Know somebody who might benefit from these thoughts?  
Feel free to forward this “Don Hutson Report” to them.*

*This article is Part 2 of a 6-part series on “Mastering The Mind Game”*

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Links to videos of Don in action are provided here as well.

<https://www.paperturn-view.com/us/usl/don-hutson-flipbook?pid=MjY26329&v=7.7>

Don Hutson is a #1 NY Times and Wall Street Journal International Best-selling author, a Hall of Fame speaker, and CEO of U. S. Learning based in Memphis, TN
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