

## **GOAL SETTING**

### **-FIRED UP AND FOCUSED-**

***Non-Credit Bearing***

This practical course culminates in a plan of action that aligns your motivators and passions with your business. You will emerge with a clear plan of where you are going, how you will get there, and how to keep yourself excited, passionate and motivated throughout the journey.

#### **WHO SHOULD ATTEND**

- Business owners setting goals for the year ahead
- Sales people wanting to be motivated and passionate about their targets
- People needing to take Big Goals and break them into manageable targets and milestones
- Anyone with a “Growth Mindset” who wants to be in control of their destiny

#### **HOW YOU WILL BENEFIT**

- You will be energised and excited about the path you set ahead
- Goals will be clearly defined
- Milestones and short-term goals will be aligned to longer term goals
- A “Growth mindset” will be cultivated
- Your motivating factors will be uncovered
- You will be able to diarise your outcomes from the course and begin an organised and focused journey to success

#### **WHAT WILL BE COVERED**

- Goal setting – the importance and approach
- Breaking Big Goals into mini goals and milestones
- Measuring your own performance and resetting sights on the target
- Motivation – the importance and some key theories
- Your personal motivating factors – how you need to lean on these to achieve success
- How to be resilient and stay with your goals even when you hit a few “road bumps”
- Bringing together goals and motivation – a powerful combination for victory
- Drafting your personal plan – Your big goals, your mini goals, how you will celebrate success
- The consequences of celebrating every success

*One-day course 08:30 -16:00*

*Tel: (031) 267 1229*

[sales@kznbtc.co.za](mailto:sales@kznbtc.co.za) / [www.kznbusinessstraining.co.za](http://www.kznbusinessstraining.co.za)