

# GOAL SETTING

## FIRED UP AND FOCUSED

Non-Credit Bearing

***"A dream becomes a goal when action is taken toward its achievement." – Bo Bennett***

Success doesn't happen by chance - it's the result of setting clear, achievable goals and staying committed to them. Whether in business or life, without direction motivation fades, and progress stalls. In the workplace, unclear goals lead to inefficiency, wasted resources, and disengaged teams. Personally, they leave us feeling stuck, unsure of our next steps, and frustrated by a lack of progress.

Through a practical and engaging process, you will explore proven goal-setting strategies, uncover your key motivators, and build a mindset of perseverance. You will walk away with a personal action plan that keeps you fired up, focused, and ready to turn your vision into reality.

### **WHO SHOULD ATTEND**

- Business owners setting goals for the year ahead
- Sales professionals looking to stay motivated and passionate about their targets
- Individuals who need to break big goals into manageable milestones
- Anyone with a "Growth Mindset" who wants to take control of their future

### **HOW YOU WILL BENEFIT**

- Gain clarity on your long-term and short-term goals
- Develop a structured approach to goal setting and achievement
- Uncover the personal motivators that drive your success
- Cultivate a growth mindset that embraces challenges
- Learn strategies to maintain focus, motivation, and resilience
- Create a detailed personal action plan to keep yourself accountable

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

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## **WHAT WILL BE COVERED**

### **Why set goals? The power of a clear vision**

- The purpose and benefits of goal-setting
- Turning ideals into structured goals
- The consequences of not setting goals

### **Building the fire: The role of motivation**

- What motivation really is and why it matters
- Key theories of motivation, including Expectancy Theory and the Self-determination Theory (intrinsic motivation)
- How motivation fuels persistence and achievement

### **The growth mindset: Developing the right mentality**

- Growth vs. fixed mindset: which one do you have
- How to shift your thinking to embrace challenges and learn from setbacks

### **Your personal motivators: What drives you**

- Identifying your key motivators for success
- Using self-awareness to align goals with passion and purpose

### **Goal building: Structuring your path to success**

- Setting long-term goals and creating a vision for the future
- The SMART method for goal-setting
- Breaking big goals into short-term targets and milestones
- Developing an action plan that ensures progress

### **Resilience and grit: Staying on track**

- Practical strategies to develop a growth mindset using grit
- Five ways to develop resilience in the face of challenges
- The importance of celebrating small wins to maintain momentum