

## The Perfect Reminder For Your Goal!

In one of the seminars, the speaker shared with us on how to do sales. In particular, he mentioned about the importance of goal setting and achieving the goal.

As a newbie in any business, the first thing to do is to set a goal. Next, I have to keep reminding myself about achieving my goal. When I keep reminding myself about the goal, I will be thinking of all sorts of ways and means to achieve my goal. Then, I must draw out a plan based on my thoughts. Lastly, I will take actions to achieve my goal. Based on the results, I will need to adjust my plan accordingly so that I will achieve the desired results. By achieving the desired results, I will achieve my goal ultimately.

For example, I have set a target to buy a car from the commission that I earned from my sales within 6 months. Then I will need to hunt for a picture of a car that I really like. Cut out the picture and paste it somewhere that I will see each day at least once a day. Maybe place it on my working desk where I get to see it a lot. This will keep reminding me about my goal. Subconsciously, my mind will keep thinking of ways and means to achieve that goal. In this way, I will be able to come out with creative means to achieve my goal! Because of the constant reminder, I will also be taking actions to achieve my goal. Even if the initial results are not what I expected, I will not be discouraged and lost. This is because by seeing the picture of the car, I am reminded of my goal. I will be able to make adjustment to my plan and take corrective actions. In this way, I will achieve my goal much faster!

From this seminar, I realized that a picture of a visible goal is very important. The picture keeps reminding me about achieving it. If a goal is not that easily visible, then it has to be transformed to something equivalent. If my goal is to earn \$50K, it may be quite difficult to find a picture of \$50K. Thus, I will have to transform the goal to something visible. Maybe I write myself a check of \$50K and paste it somewhere visible. In this way, I will achieve my goal much faster!

The idea that I will like to share with you:

Transform your goal to something visible to act as the perfect reminder!

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