

**The Most Powerful**

**GOAL**

**Achievement System  
in the World**



**Clarity and Focus – Keys to High Performance**



## What We Covered Last Month:



- Discover Your Overall Purpose in Life.
- How to Have Greater Meaning in Your Life.
- A Powerful Way to Find Your Multiple Life Purposes.
- How to Have More Power and Energy in Your Life.
- The Certain Way to Live a Life of No Regrets.
- How to Craft a Powerful Life Mission Statement.

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# What You Will Learn Today:



- Why People Struggle to Achieve What They Want.
- The 7 Reasons You Must Set Goals.
- Why You Must Become Clear About Your Goals in Life.
- Discover Exactly What You Want – even if you're not sure.
- High Performance Techniques for Doubling Your Focus.
- How to assess your strengths and weaknesses, so you know which areas need more focus.

## Why These Are Important:

- You will be able to get anything you want more easily.
- You'll have the power to create the exact lifestyle you want.
- You'll know how to use your mind to achieve your life's biggest goals.

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# Why People Struggle With Goal Achievement



- People Are Stressed and Have Little Time to Plan Their Life.
- They Don't Believe its Possible to Achieve Their Goals.
- They Are Afraid of Trying, in Case They Might Fail.
- They've Already Tried Setting Goals and Have Failed.
- They Have Settled for Second Best for Too Many Years.
- They Think it's Too Hard to Achieve Worthwhile Goals.
- They Doubt Their Own Ability to Change Their Life.
- They Are Not Exactly Sure What They Want.
- They Constantly Give in to Their Own Negative Self-Talk.
- They Are Worried by What Other People Will Think.
- They Believe They Are Not Worthy.
- They Never Even Take the First Step.
- AND Many Other Reasons...

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**The Fact Is: You MUST Set Goals!**



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# Why You MUST Set Goals

- If You Don't Set Goals, Your Life Can Drift.
- You Just *React to Changing External Events*.
- You Can Settle for Second Best, Most of The Time.
- You Can Become *Disempowered & Disillusioned*.

## Benefits of Setting Goals:

- Your Goals Determine Your Future.
- Discover What You're Truly Capable Of.
- Have Greater Impact and Influence.
- Help You Overcome Your Current Limitations.
- Create Forward Momentum in Your Life.
- They Empower You to Create Measurable Change.
- They Allow You to Create a Far Better Life.



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# Are You Clear On Your Own Goals?!



*“Unless you become clear on your goals, nothing much will ever change...”*

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# What Happens When You Have Very Little Clarity?



## Long-Term Effects of Lack of Clarity:

- Low on Energy
- Not Much Enthusiasm
- Energy is Fragmented
- One's Life Can Drift
- Prone to Complaint
- Can Often be Unsuccessful
- Achieve a Far Less Happy Life
- Less Growth - by Avoiding Challenging Situations
- Experience a Life of Mediocrity
- Always Settle for Second Best

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# What Happens When You Have Great Clarity?



## Long-Term Effects of Having Great Clarity:

- Far More Energy, Enthusiasm, Aliveness and Joy
- Your Energy is Focussed
- You Will Be Far More Successful
- Allows You to Achieve Your Life's True Purpose
- You Will Achieve a Far More Fulfilling Life
- Experience Personal Growth + Develop New Skills
- You Experience the Best Life Has to Offer

**Having More Clarity Will Change Your Life** - when you're clear on your goals AND your life's purpose, you become unstoppable!

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# How to Discover Exactly What You Want



## Goal Brainstorming Sessions:

- Are you clear what your goals are (short, medium and long-term)?
- If not, then write out every goal you ever want to achieve in your life.

## Create Goals for Every Area of Your Life:

- Finances.
- Career.
- Relationships.
- Recreation.
- Health.
- Personal Growth.

# STEP #1 - How to Get Clarity on Your Individual Goals

**Goal Brainstorming - Create Goals for Every Area of Your Life:**  
Finances, Career, Relationships, Recreation, Health, Personal growth



Write down all the things you want to achieve during your life



Include those things in your life that cause you to suffer by converting each one into its opposite



Cross off any that don't feel particularly important to you



Repeat this process for each area of your life

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## STEP #2 - Discover Your BIG Why for each of Your Goals



### The “So That” Exercise:

- “Wants” and “Needs” are different.
- After each of your goals, add the words “so that”.
- Fill in your own reason after the words “so that”.
- Keep going deeper by adding more “so thats” until you discover your single motivating reason for your goal.

**RESULT:** You will discover if your goal is truly worthwhile (a need) or its just helping you to avoid some change you need to make within yourself (a want).

# STEP #2 - Discover Your BIG Why for each of Your Goals



## EXAMPLE GOAL: To work half the time for twice the income

- So that: I have more free time, and I can do whatever I want.
- So that: I can learn new things and experience more of life.
- So that: I can discover what I like doing best.
- So that: I can spend more time doing things that I love.
- So that: I can experience more excitement and passion.
- So that: I can live my life to the fullest.
- So that: I can be deeply happy and truly fulfilled.
- So that: I can be a positive influence on others.
- So that: They can also achieve their goals and become happy.
- **RESULT:** You Discover Your Big Reason Why OR you may find your goal is not really worth pursuing.

# STEP #2 - Discover Your BIG Why for each of Your Goals



Here is a process chart to clarify the exercise:

Write down your goal, and add the words “so that”



After “so that” write out your reason why



Repeat this “so that” process until you find your “Big Why”

**RESULT:** You should now have great clarity on worthwhile, meaningful goals and avoid wasting time and energy on goals that may end up being dissatisfying, unfulfilling or that just enable you to avoid things you need to change.

# How to Get Clarity on Goal Action Steps



**The Best Way is:**  
- Use Mind Mapping to discover all your action steps

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Brendon Burchard – Founder of High Performance Institute

*“High Performance means excelling and succeeding above and beyond standard norms consistently over the long-term”*

## High Performance Habits:

- High Performance vs Peak Performance.
- Have Greater Success, Fulfilment, Aliveness and Joy.
- Win Back Time – activities that waste time & energy.
- Stop Multitasking! – it reduces productivity by 40%
- Energisation Breaks - every 60 to 90 minutes.
- Improve Health - reduce stress and burnout.
- Daily Success Planning – achieve your goals faster.



# Brendon Burchard's High Performance Clarity Questions



## 6 Questions That Give You Greater Clarity:

1. What are you most certain about in your life, right now?
2. What areas do you feel less certain about?
3. What do you value the most in your life right now?
4. Do you feel clear about who you are and what's most important?
5. Are you living in alignment with and congruent with the best of who you are?
6. If you had to tell someone the 5 things that make you most successful, what would you say?

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# High Performance Habits – Brendon Burchard's Clarity Chart

9 words that maintain your day-to-day clarity....

Keep yourself on track  
- set phone reminders!!!

## SELF:

The 3 words that will now define the best of who I am and that I will use to guide my personal life, including my thoughts include... **Mine Are:** Motivating, Inspiring, Empowering

## INTERACTIONS:

The 3 words that will now define and guide how I will engage and treat others whom I meet in life, including my loved ones and strangers, include...**Mine Are:** Caring, Attentive, Appreciative

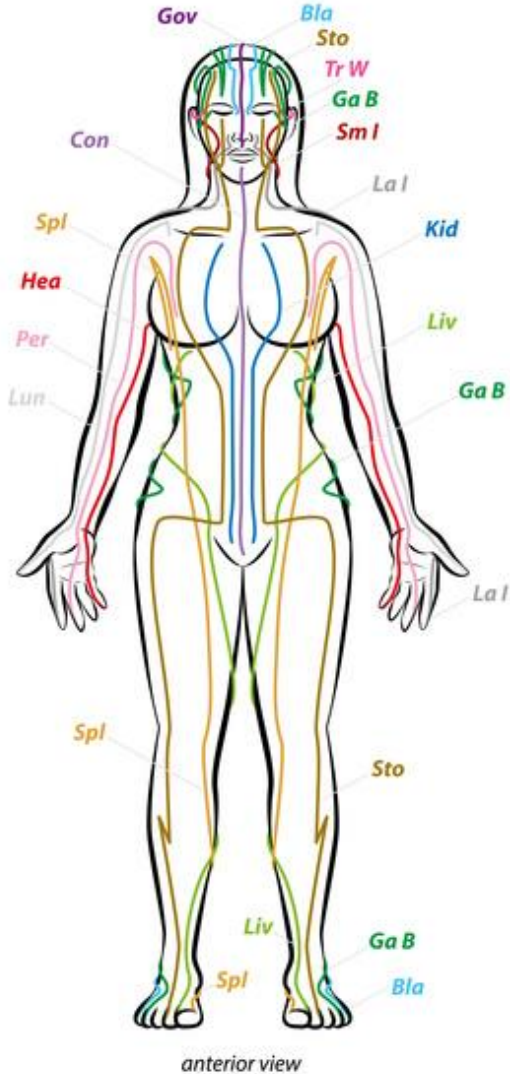
## SUCCESS MARKERS:

The 3 words that will now remind me of what it is that made me most successful and will make me even more successful, include... **Mine Are:** Clarity, Determination, Consistency

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# Acupuncture Points – doorway to your subconscious mind

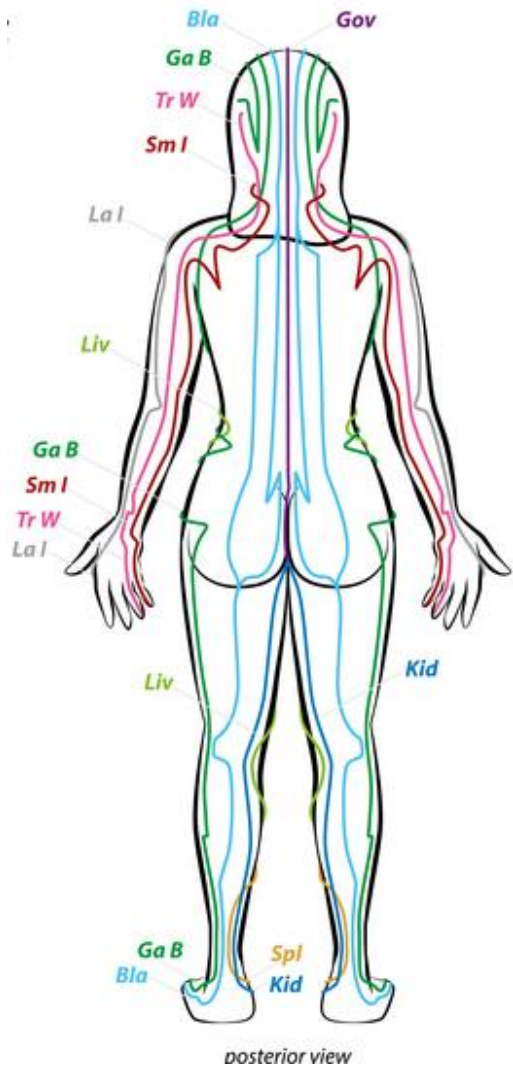


- Neuroscientists Estimate Our Lives Operate at Least 95% from Subconscious Programs
- The Subconscious Mind Defaults to Protecting Ourselves
- It Hijacks Our Body & Emotions by Creating the Stress Response
- This *Can be Combated* by Tapping on Acupuncture Points
- These Were First Viewed in the Laboratory in the 1960s
- Observed Using Doppler Ultrasound and Thermal Imaging
- They Are Noticeably Different from Other Points on the Body
- Have High-Density “nerve bundles” & muscle “trigger points.”

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# Tapping Installs Your Clarity Chart Words – into your subconscious



- Acupuncture Points Used by Chinese Medicine - for 2,000 Years
- Carry Information Between the Body and Subconscious Mind
- Tapping Has Been Shown to Produce a 24% Drop in Cortisol - the stress hormone
- Tapping Releases Endorphins – you feel more positive, and it boosts energy, concentration, creativity and sleep
- Can Overcome Ingrained Beliefs AND **Install New Instructions Into Subconscious**

## How to Tap Your Words (Self, Interactions, Success Markers):

- POSITIONS: Above Eyebrows, Under Eyes, Under Nose, Chin, Behind Ears, Back of Head, Top of Head, Collar Bone

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# High Performance Tool - Focus Questions



## FOCUS:

1. What areas in your life would you say need more focus from you right now?
2. What are your 3 biggest goals in your personal life over the next 3 months?
3. Why are these important to you?
4. What are your 3 biggest goals in your professional life over the next 3 months?
5. Why are these important to you?
6. Are there any areas of your life where you feel your focus is being stolen away by distraction or competing interests?

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# High Performance Tool – Agency & Habit Questions



## AGENCY:

1. What areas of your life do you feel you have a really good handle on right now?
2. Are there any areas of your life that have needed improving but you have been avoiding improving them?
3. Are there any areas of your life that you feel are out of control right now?

## HABITS:

1. Do you have any daily or weekly habits that you feel are moving you towards living a better life?
2. Are there any habits that you always wanted to start or restart?
3. If you were going to be 10 x more successful this year than you were last year, what habits would you need to start implementing now?

# High Performance Tool – Life Arenas Assessment

**This assessment will help you to see your strengths and weaknesses in each area of your life, so you know which areas you may need to focus on more.**

Below are several areas of your life to consider when trying to assess your strengths and weaknesses. With each category, give yourself a rating of 1-10. After you complete all categories and scaling, find out your overall score and its implications by adding up all of your ratings.

**Categories:**

**Your Rating:**

Yes, very much = 10; No, not at all = 1

**Health**

1 2 3 4 5 6 7 8 9 10

I feel that my overall physical and emotional health (my wellbeing) is primed and optimised to make me feel energetic, motivated and strong each day. I have the mental and physical stamina to deal with life's challenges and opportunities. I regularly take care of myself so that I feel be my best.

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# High Performance Tool – Action Indicator Assessment

## Categories:

## Your Rating:

Yes, very much = 10; No, not at all = 1

### Lover

1 2 3 4 5 6 7 8 9 10

I feel a consistent, deep, trusting, appreciative, soulful, loving connection with my significant other. I am patient, respectful and attentive to my partner's needs.

### Family and Friends

1 2 3 4 5 6 7 8 9 10

My immediate social circle of family and friends brings connection, fun and positive energy into my life. I seek out positive people and I do my very best to bring positive energy and real authenticity into all my relationships.

### Mission

1 2 3 4 5 6 7 8 9 10

I feel clear, energised and fulfilled by my work and contribution to the world. I believe my work or day's efforts adds real value to the world and is a true reflection of my best efforts and contributions. I enjoy the lifestyle my work is helping me experience in life.

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# High Performance Tool – Action Indicator Assessment

## Categories:

## Your Rating:

Yes, very much = 10; No, not at all = 1

1 2 3 4 5 6 7 8 9 10

### Finances

I have the level of abundance I need to have a stable income and lifestyle I desire for myself and my family. I earn and invest at the levels I had hoped for at this time of my life. I have a clear vision for improving my finances and lifestyle in the next few years.

1 2 3 4 5 6 7 8 9 10

### Hobby

I have a passionate past-time that allows me to express, enjoy or develop myself outside of my job/career. I give enough time to the things I love in life.

1 2 3 4 5 6 7 8 9 10

### Spirit

I feel connected to the present moment and vitally alive in my spirit. I am congruent with my beliefs and behaviours and I keep my faith and values at the forefront of my decisions and daily actions.

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# High Performance Tool – Action Indicator Assessment

**TOTAL SCORE** \_\_\_\_\_

Add the numbers to get a total score

If in tallying all of your ratings you didn't end up with a score of at least 50 then it's likely you have not been firing on all cylinders this year. If your score is 80% or above you're already a High Performer!

Spend some time looking at each area of your life that didn't get a score of at least 7, and ask yourself what habit or action could I begin *to increase my score and my happiness in this area?*

**In other words, do the hard work of thinking about how to increase your ratings. If you did score 8 or more in any area, then ask yourself “How can I ensure my momentum in this area, and can I apply any lessons I've learned in this area to any of the others to improve them?”**

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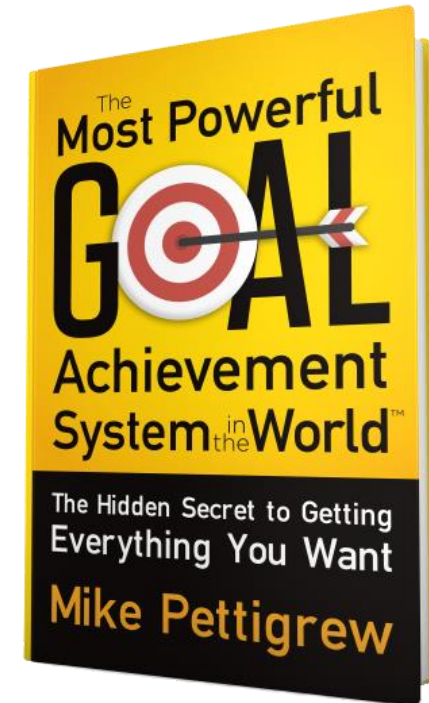
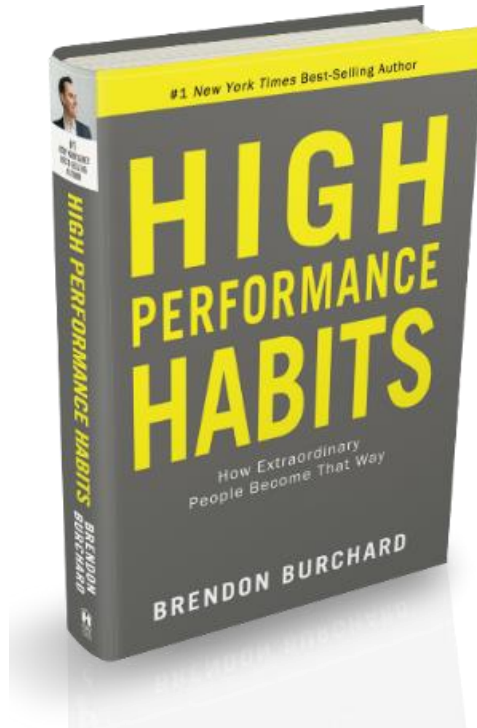




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# Recommended Resources



- **High Performance Habits: Brendon Burchard**
- **The Most Powerful Goal Achievement System in the World: Mike Pettigrew**

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**Double Your Focus**

**Over to You...**



# Questions & Answers

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