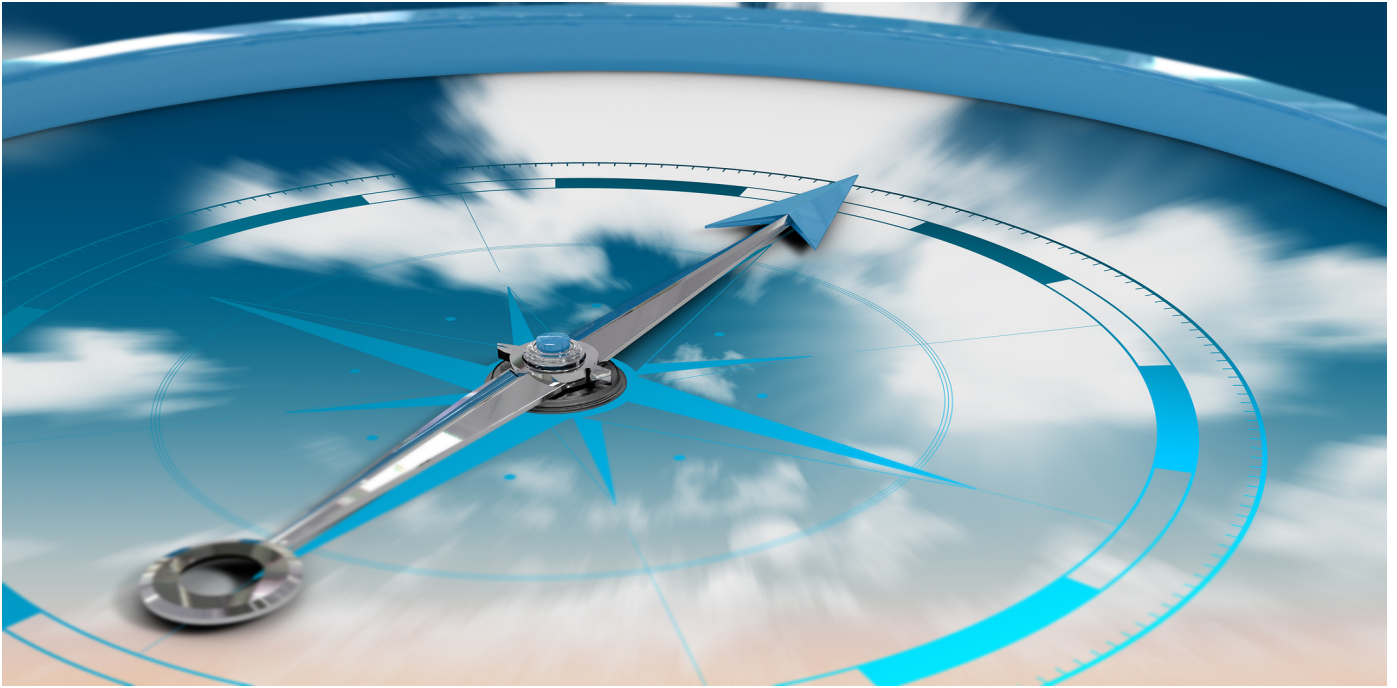


Visioning and Goal Setting



Projecting Your Tomorrow & Heading Toward it Today!

In this special report, you will learn to:

Create Your Own Personal Vision

Set a Plan

Take Action

Ask, Believe, and Receive

Visioning and Goal Setting: Projecting Your Tomorrow and Heading Toward it Today

We've all had those moments in our life when we sense that things aren't going exactly the way we expected. It happens to all of us. The important thing is what you choose to do about it. Do you simply ignore the feeling and go about life as usual? Do you begin to feel frustrated, depressed or dragged down? Or do you take it as a sign that now is the time to finally pursue and accomplish the things in your life that matter most?

Extensive research conducted over the years shows that every person who has achieved great success in their life had a clear vision and goal of what they wanted. It was always at the forefront of their mind, as they focused on it, and moved toward it. Having a clear vision and goal is the hallmark of every form of high achievement and success.

Dreams, goals, and your own innate potential are useless if you don't follow through on them. Therefore, in order to achieve your vision for your life, you must follow these four steps:

- ◆ **Create your own personal vision** using the mind and body, thoughts and actions to tap into the essence of who you are and what you want for your life.
- ◆ **Set a plan** that is a well-defined roadmap that will get you from where you are now to where you want to be; with actions, timelines, and milestones.
- ◆ **Take action** no matter what, strengthening your resolve by preparing in advance for how you will deal with setbacks.
- ◆ **Ask, believe and receive**, expecting that your vision will indeed manifest itself into reality.

This report will cover how you can create your own vision and set a plan of action to be successful. There is no time to delay. Let's begin immediately!

What is Visioning?

Visioning is the process of creating picture in your mind of what you want for your life in the future. This includes all aspects of your life – health, finances, relationship, career and more. Visioning uses both mental and physical tools of your mind and body, such as the thoughts and actions to create and realize your goals.

It's been widely acknowledged by experts that there is power in defining, declaring, and then committing to what you want your life to look like. Your vision is the articulation of your desired future.

A clear vision will help to set a desired course for you. Without this direction to guide us, we often fail to acquire the quality of life we want and expect.

By following the four steps provided in this report you will be well on your way to determining and realizing your vision for your life!

The Benefits of Visioning

The benefits of visioning are endless; here are just some of the many benefits that you will begin to experience in your life as you get clear on your vision for yourself and your life:

Belief in yourself: When you get clear on what it is you really want, you become more confident, and believe that you can achieve what you have dreamed. If you can conceive it, and believe it, then you can achieve it.

A clearer sense of direction: Once you know where you're going, it is easier to decide if a suggested action will take you closer to or further away from that place.

More options: New opportunities will become available to you that you never had before, and your mind will be more open to considering these possibilities.

Greater ease and focus: With clarity of purpose comes the ability to center your attention and efforts on your goals, with less distraction and doubt. You will succeed with greater ease as you are now totally dedicated to what matters most.

Excitement: You have a renewed energy as you are now dedicated to pursuing the things that motivate and inspire you.

More productivity and efficiency: Now that you are working toward your own vision, you handle your time, attitude and efforts far more productively.

Self-dedication and loyalty: With this new awareness comes a strong commitment to follow through on the goals that are most meaningful to you. This is crucial to set yourself free from the self-limiting thoughts and actions that have been holding you back.

Step 1: Create Your Own Personal Vision

Creating a space

Now it's time to create your vision using both the mental and physical tools of your mind and body—such as the thoughts and actions to create and realize your goals.

Before you begin to create your vision, it's important to set up a comfortable space for yourself where you will be able to quiet your mind and focus your thoughts without outside distractions or interruptions. Have pen and paper available as you are going to be writing down some important revelations during this process.

Be sure to allow plenty of uninterrupted time. Get comfortable, and clear your mind of any thoughts that may be infringing upon you during this time. Relax and allow yourself to make the most of this experience.

Exploring who you are and what you want

There are several exercises below that will help you in the visioning process. As you look through them, note which exercise excites you the most and which one scares you or makes you anxious for any reason. Complete at least these two now, and then take the time to complete any others that you wish. Do not rush. The more you give yourself the time and space to reflect, the more that will be revealed through these exercises. Do not abandon your work in the moments when you feel uncomfortable. These moments are often the ones where you get the greatest revelations. Feel safe and trust yourself in this process. It's just you and your dreams. Enjoy this experience!

Personal Vision — Exercises

The You of Yester-Year:

Think back to when you were a child. Picture yourself in one of your favorite places where you enjoyed spending time. Begin to reflect on the following questions:

- What were your interests?
- What did you want to be when you grew up?
- How did you interact with others?
- What games did you like to play?
- When you played pretend, what type of work did you do?
- What other roles did you play?

Back To the Future:

Now imagine yourself as you are nearing the end of your life. See yourself happy, content, and feeling fulfilled about a life well spent. As you sit in your rocking chair on the porch on a beautiful spring day, reflect back on your life and answer these questions:

- What things am I most proud to have accomplished?
- Who was I?
- What kind of parent, friend, professional, neighbor, spouse, sibling was I?
- What will I most be remembered for?
- What message would I like to leave with those that I love

Personal Vision — Exercises (Continued)

The Future You:

The goal of this exercise is to identify your objectives for the year. This exercise helps you to connect with what you really want, as opposed to what you think you should do. When doing this exercise, balance *what you would love* to have happen in your life with *what you believe* can happen.

Instructions:

Pretend that it is **one year from now** and you are writing a letter to someone you care about who would want to celebrate your success.

Share what has transpired and what you have accomplished during the past year in your business and personal life.

While you may write whatever is compelling to you, important areas to address for business/ career are:

- Revenue/income generated
- Who you serve
- Number of clients
- How you spend your day
- How many hours/days you work
- Your work environment
- What you are good at, what types of services/work you do
- Anything else that is important to you regarding your business/career

Share also about your personal accomplishments, writing what you would like your reality to be in one year, covering all the important areas of your life, such as:

- Health
- Personal development
- Travel
- Hobbies
- Relationships
- Finances and investments, etc.

Personal Vision — Exercises (Continued)

A Perfect Day:

This exercise is designed to help you become clear about your ideal work day and ideal personal day. When you do this, you will be a lot closer to identifying your vision for your life.

Instructions:

- Write out a detailed description of your ideal day.
- Write separate descriptions of an ideal work day and an ideal personal day.
- Be as specific as possible, focusing on the things that make you feel great!

Sample ideal work day:

I wake at dawn as the sun shines through my window. I look out my window to gaze at the ocean beyond. I'm well-rested and excited about starting my day. My personal trainer arrives at 7:00 and takes me through my morning exercise routine in my personal gym. I get excited and motivated to take on the world. Next, I have a healthy breakfast with my family and we have some quality time together before I start my work day. At 9:00 a.m., I go into my home office, which is clean and organized, and where I feel energized and productive. I have all the systems and technology I need to support me in my business. I have full-time administrative and marketing assistants who are passionate about the business. At 9:30, I have my first training tele-call, teaching others how to be successful ...

Keep going and identify every aspect of your ideal work day. Then do an ideal personal day.

Everything I've Ever Wanted:

Many of us have seen the movie *The Bucket List* or read the book *1000 Places to See Before You Die*. So what is your bucket list? What do you want to do before you die? What places do you want to visit and what feats do you want to accomplish? Who do you want to meet?

Take some time to write down an exhaustive list of the things you want to see



and do before you “kick the bucket.” Commit to starting with at least 25 things on your list. Remember, no limiting beliefs allowed. Just big dreams! And keep adding to it as you think of new things you want to do.

Be sure to keep this handy and refer to it often. And one day 20 years from now, you will look back to discover many have been accomplished!

Personal Vision — Exercises (Continued)

What Matters Most?

A vision without passion will not spark you into action. Therefore, when creating your plan it is important to tap into what truly matters to you and brings meaning to your life. If your vision is not fueled by your passion, you will not have the “stick-to-it-ive-ness” to keep going when you encounter obstacles and setbacks.

Here are some questions to help you determine what matters to you most:

- What am I doing when I feel happiest and most satisfied?
- If I could do anything or be anything, without limitations, what would I be?
- If money was no object, how would I spend my time?
- What really gets me excited?
- What really fires me up?
- What charities, causes or social issues matter most to me?
- What is my own uniquely personal song to sing?

Personal Vision — Exercises (Continued)

The Love Fest:

Take some time to reflect on what makes you uniquely you; what it is that you are good at, and what makes you happiest. Ask yourself these questions:

- Who am I?
- What am I good at?
- What are my strengths?
- What do I love?
- What makes me uniquely me?

Focus ONLY on the positive things for this exercise. This is a Love Fest, so no negativity allowed!

When doing these exercises, do not get bogged down with feeling that your answers have to be perfect. Just by working through these activities, you are already making progress, and it will become easier. Too many people let themselves get paralyzed by thinking that they have to get it “right.” There is no right. There is just you and your dreams, finally being put on paper.

After you have completed this process, you will have many revelations and ideas on the topics you were exploring. Some may be a surprise; revelations that seemed to come from nowhere. Do not let this overwhelm you. Just sit with it, and give yourself time to absorb and reflect upon your newfound discoveries.

And most important of all – ENJOY this process!

Step 2: Set a Plan

Ok, so now you have a much clearer picture of what you want in your life, what matters most, and where you would like to be. Congratulations, you've done some excellent work! Now let's map out a path to follow so you may achieve your vision. Next, we will help you get into action to make it real.

Remember life is a marathon, not a drag race. Do not create additional pressures by pushing yourself to accomplish too much, too soon. This is supposed to be fun! This is about you pursuing the most important things in your life. So take it easy and pick a couple of areas that you want to go after first. Manifest those, and then come back to your list and pick a couple of more goals to achieve. Take it step by step and you will get there more quickly and easily.

What's most important?

When you did your visioning process, you wrote down many thoughts and ideas. Some are long-term, and some you can begin to focus on immediately. Some were big stretches, while others just may require some simple changes. It's time to sift through all of your discoveries and determine what's most important.

What do I want to work on now?

There is not enough time in the day to work on everything that you want all at once; you will need to prioritize. What changes can you make immediately? And what action steps can you take now towards the visions that will take longer to achieve?

For instance, you may decide to convert the spare bedroom to an office, get into a size 8 by summer, and travel to Italy next spring. The first priority is an immediate change. The second will be a series of changes over time, which you can start now. And the third is a longer-term vision that is just as much a priority, and that will involve more preliminary steps such as researching trip options and setting up a savings plan.

What are my first steps?

After you have answered #1 and #2, the next step is to determine what's first. For the things you want to pursue now, write down what you will do and when, e.g., I will clear the clutter from the spare bedroom this weekend, join a gym by Friday and buy a travel guide to Italy by the end of the month. When you complete these action steps, write more and complete those!

Step 2: Set a Plan (Continued)

Put it in writing:

Write down your vision and the goals that will support you to accomplish that vision. Carry them with you for constant review and inspiration. Post your goals everywhere so you are always reminded of them. Put them on your bathroom mirror, the steering wheel of your car, your daily scheduler, the refrigerator, your bedside table, etc. Be creative and have fun with this.

Phrase goals in the present:

Phrase all goals in the present tense, as if you have already achieved them. “I have \$50,000 in my savings account in May” as opposed to “I will have \$50,000 in my savings account in May,” or “I want to have \$50,000...”

Avoid negative words and images:

Say “I am fit, healthy and energized,” instead of saying “I will not be fat and tired anymore!” Instead of “I am not in debt,” say “I have an abundance of money to pay all my expenses.”

Be specific:

Visualize and speak your goals in clear terms. Say things like “I weigh 130 lbs by exercising 5 times per week and eating a healthy diet of 1800 calories of lean protein, fruits & vegetables” instead of “I will lose weight this year.”

Set measurable checkmarks:

Plan for some places along the path to check in and see how you are doing. Be aware of your progress and note whether you need to increase your efforts or make adjustments along the way to stay on schedule.

Be realistic:

The goal must be achievable or it will only lead to frustration and failure. For instance, if you make \$50,000 per year, and your expenses total \$4,000 per month, it is unlikely you will achieve a goal of saving \$500,000 this year without a plan for making additional income.

Review, re-evaluate and re-write:

After a while, you will begin to see whether your plan is taking you to where you want to go. Adjust your plan along the way based on your experience – this is NOT the same as quitting or giving up on your original goal; it is the crucial step of “fine-tuning.”

Step 3: Take Action

Often the first action step is the hardest one. This is when fear, doubt and worry can take over. No matter what, just get started. It is useless to wait for the “perfect” time as there is no perfect time. Make your first steps small so that you can get into the habit of action and get some successes under your belt.

Once you have begun this exciting journey toward your goals, do not let anything impede your progress or have you quit. Remain committed to the process. Action is habitual, so continuing to press forward will help you maintain your momentum.

Expect obstacles. These temporary setbacks can be overcome with dedicated commitment. Without preparation, unexpected roadblocks can bog you down or lead you to quit. Actually, there is a great learning experience in the obstacles if we look for it.

During this process check in with important sources like family, friends or your coach to help you stay the course. Let them know ahead of time where you might need their support.

Step 4: Ask, Believe and Receive!

Remember what has been revealed to us all through the truths found within the Universal Law of Attraction and *The Secret**: whatever we focus on with our thoughts, beliefs and attention will be drawn to our lives and manifested into reality. Even biblical principles have taught that “As we think, so we are.”

Ask:

Your thoughts and feelings are actual energies that are projected onto others, and into the universe. We get to be aware of, and in control of, the energies that we project. What we ask for is what we will get, even if we are unaware of what we have been subconsciously asking for. If we want something different, we must exert our will and re-focus our attention. We get to identify what we want, ask for that, and stop projecting our thoughts about what we don't want.

Believe:

In order to get to the root of our core beliefs, we get to dig deeper. In fact, the majority of our beliefs are hidden away in our subconscious mind. When you look honestly at how you have internalized your life's experiences – your failures and successes – you will likely discover some self-limiting beliefs. And as long as those are in place, you will block anything different from coming true. You get to develop a new set of positive and affirming beliefs, and repeat them in your mind until you whole-heartedly believe with all your mind, heart, and soul that the positive changes you see for yourself can be true.

Receive:

Once you truly believe in your ability to achieve your vision, you can then allow it to become your reality. This is a critical component for achieving your vision. We have to first ask, then believe that it can be true, and finally receive it. You can do this by visualizing your dreams as if they are a reality. Regularly visualize yourself living out your desires. Experience this reality with all of your senses – taste, touch, sound, sight, smell. This process will help you to “receive” what it is you have set out to accomplish.

And that brings us “full circle,” back to the beginning once again, to the power of the visioning process. It's never complete to the point where you declare, “OK, I'm now officially finished achieving everything in my life!” Instead, the visioning

process is more like peeling an onion - you continue to work your way through one layer after another, getting closer and closer to the unlimited possibilities that lie within you. Each time that you successfully get to the next layer, you simply begin the process again to go deeper toward creating the life you've always wanted.

It's not about arriving at the final destination; it's about learning, growing and enjoying the ride!

* ***The Secret***, a film and a subsequent book, consists of a series of interviews related to The Law of Attraction." The film is distributed through DVD, and online (through streaming media).

Step 5: Practice, Practice, Practice

And there you have it! Wow! That was helpful and insightful material, wouldn't you agree? To make it pay off for you it must become a practice instead of a one-time event. Keep this report, continue to refer to it as you improve your skills. Remember, we call it a practice to allow for continued growth.

Enjoy the journey! If you have any questions or comments, please do not hesitate to contact us. After all, that's what we're here for.

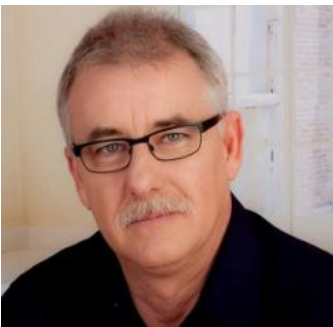
We sincerely look forward to speaking to you about how we might assist you to create and achieve your vision for your life.



◆ Meet the Team ◆



Corinne McElroy is the CEO and Founder of Edge of Change. She is a Certified Professional Co-Active Coach (CPCC) certified through the Coaches Training Institute. She is an Organizational and Relationship Systems Coach (ORSC) through the Center for Right Relationship. Corinne also is an Authorized Professional Facilitator of the Team Diagnostic Assessment tool developed by Team Coaching International. Corinne has over 20 years of leadership and training experience.



Michael McElroy is the Business Development-Leadership Strategist and Co-Owner of Edge of Change. With over 30 years of business experience, he has started, owned and operated several successful businesses from small service-oriented to mid-sized manufacturing and distribution companies. Michael specializes in lean manufacturing, systems analysis and process improvement.

◆ Our Company ◆

Vision - Edge Of Change is a well-respected, knowledgeable Leadership Training and Coaching business that provides valuable, sought-after services for business owners, business leaders and their teams that are focused on personal and professional growth.

Mission - Edge Of Change provides kick-ass leadership training and coaching with courage and enthusiasm that empowers business owners, business leaders and their teams to have the extraordinary companies and personal lives of their dreams.

Core Values – Our Commitments

- **Possibilities** - Being open to unlimited potential
- **Relationships** - Creating and nurturing positive partnerships
- **Diversity** - Valuing and respecting the differences in the world
- **Strength** - Taking a stand for ourselves and others
- **Heart** - The foundation of positive intentions

From startups to Fortune 500 companies, our conscious approach to the needs of business leaders and teams has produced extraordinary results measured by any metrics you choose to apply.

Creating value with every conversation, our “delightfully outrageous” style demonstrates our passion for the heart of the leader in all of us.

Client sampling: ThermoKing, David A. Noyes & Company, WholeFoods Market, Keller Williams, Rapport International, Millers-Coors, University of Oregon, ARIAT Int., and many more.

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