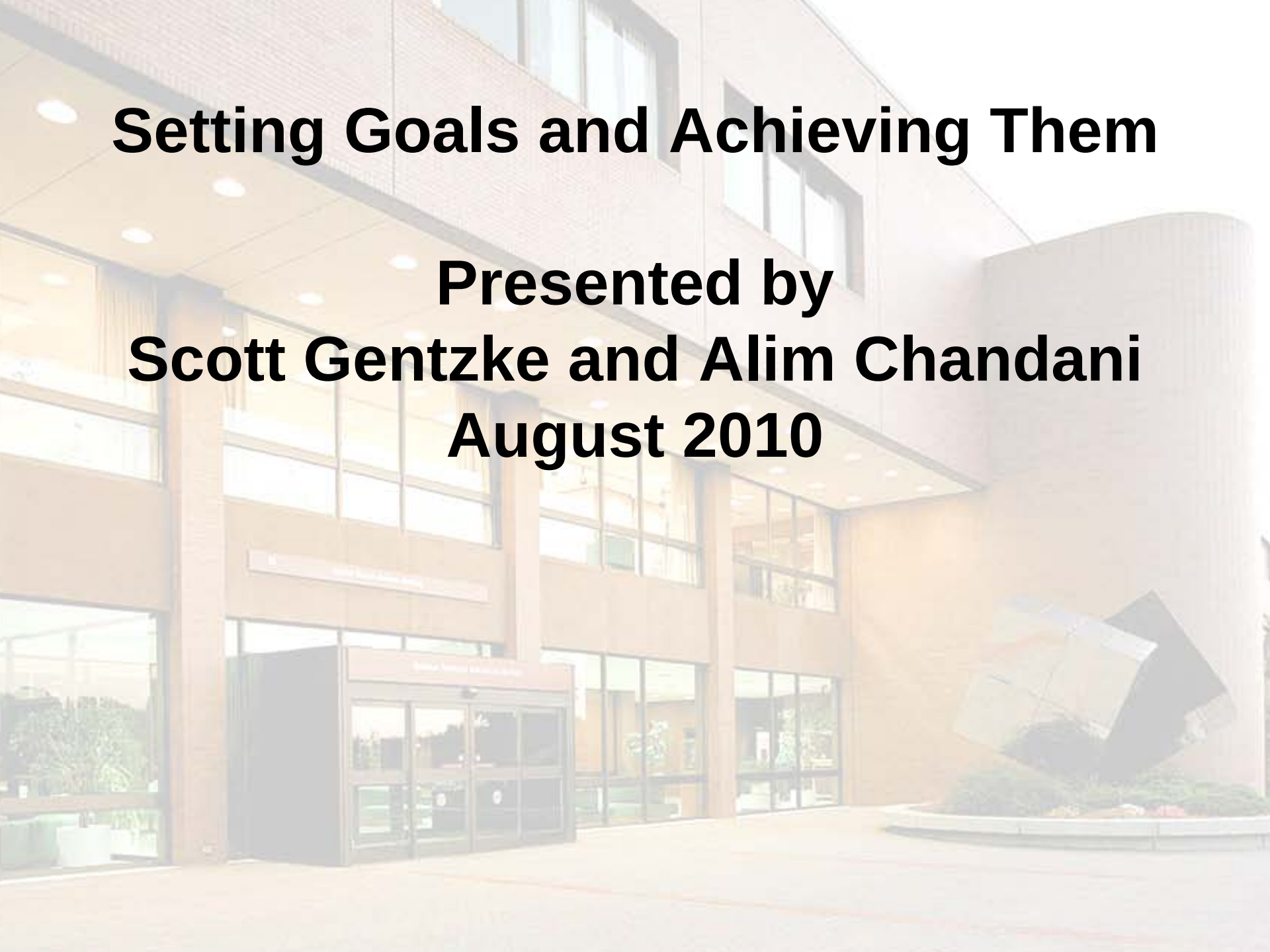
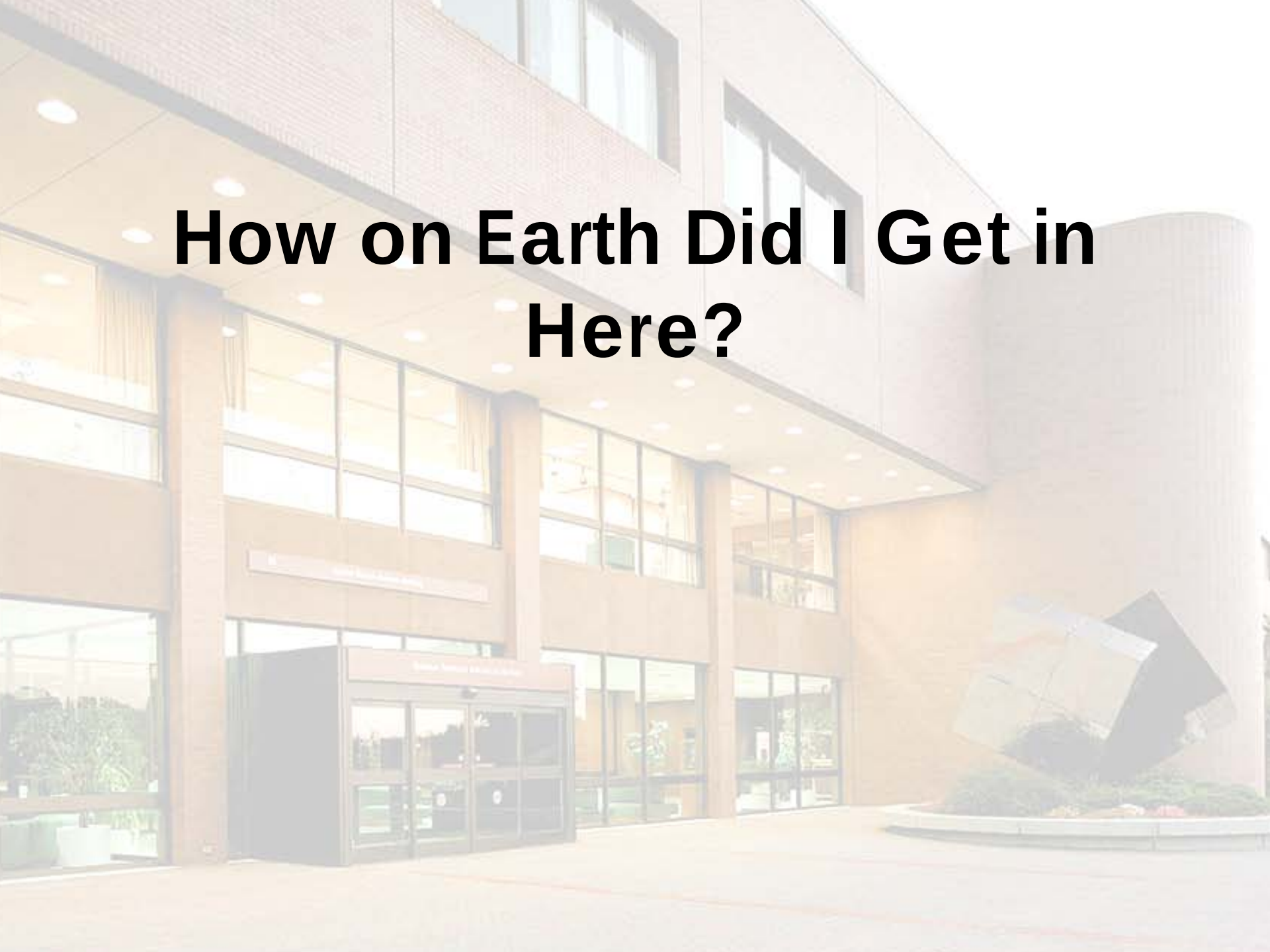


Setting Goals and Achieving Them

**Presented by
Scott Gentzke and Alim Chandani
August 2010**

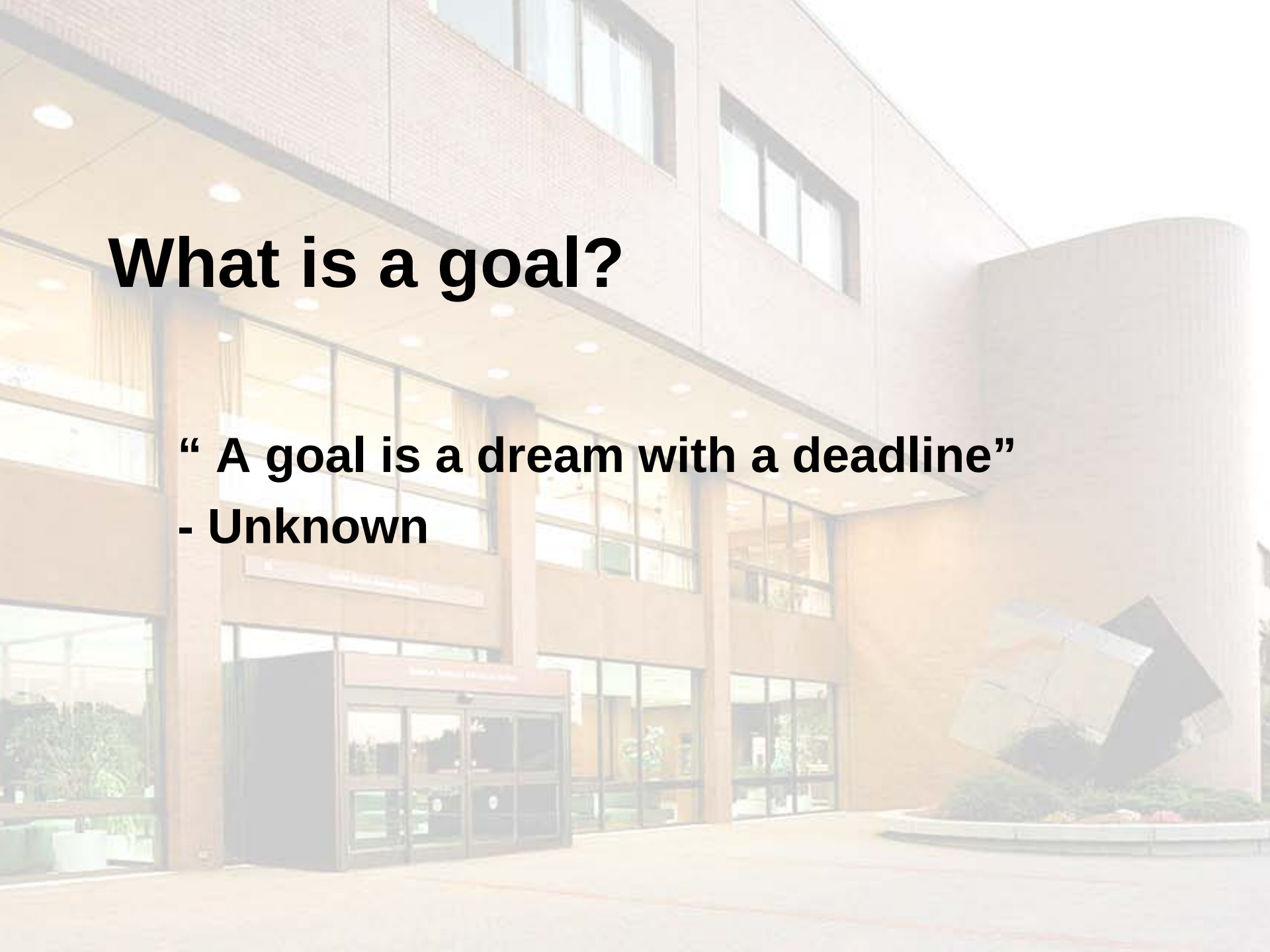


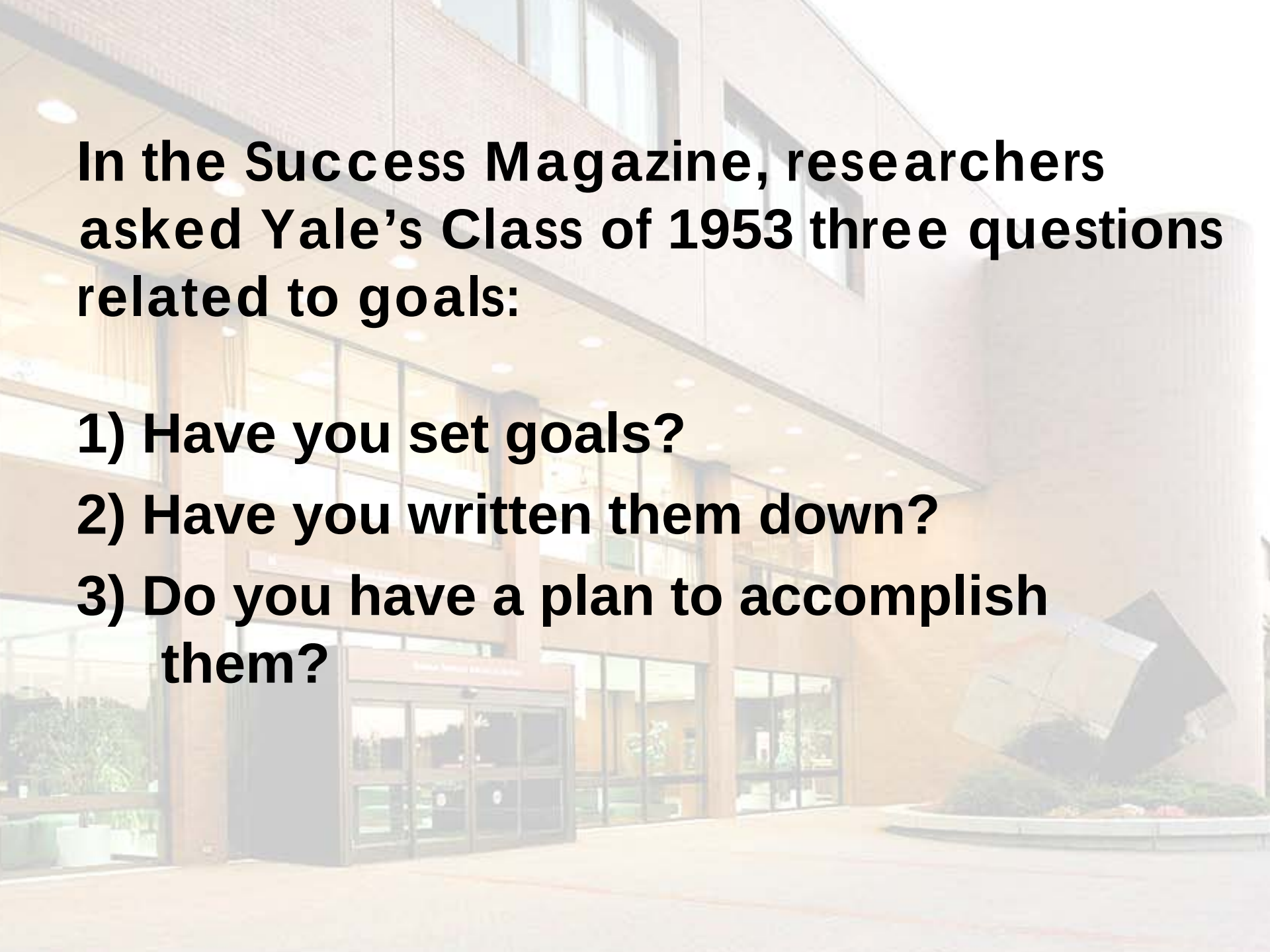
**How on Earth Did I Get in
Here?**



What is a goal?

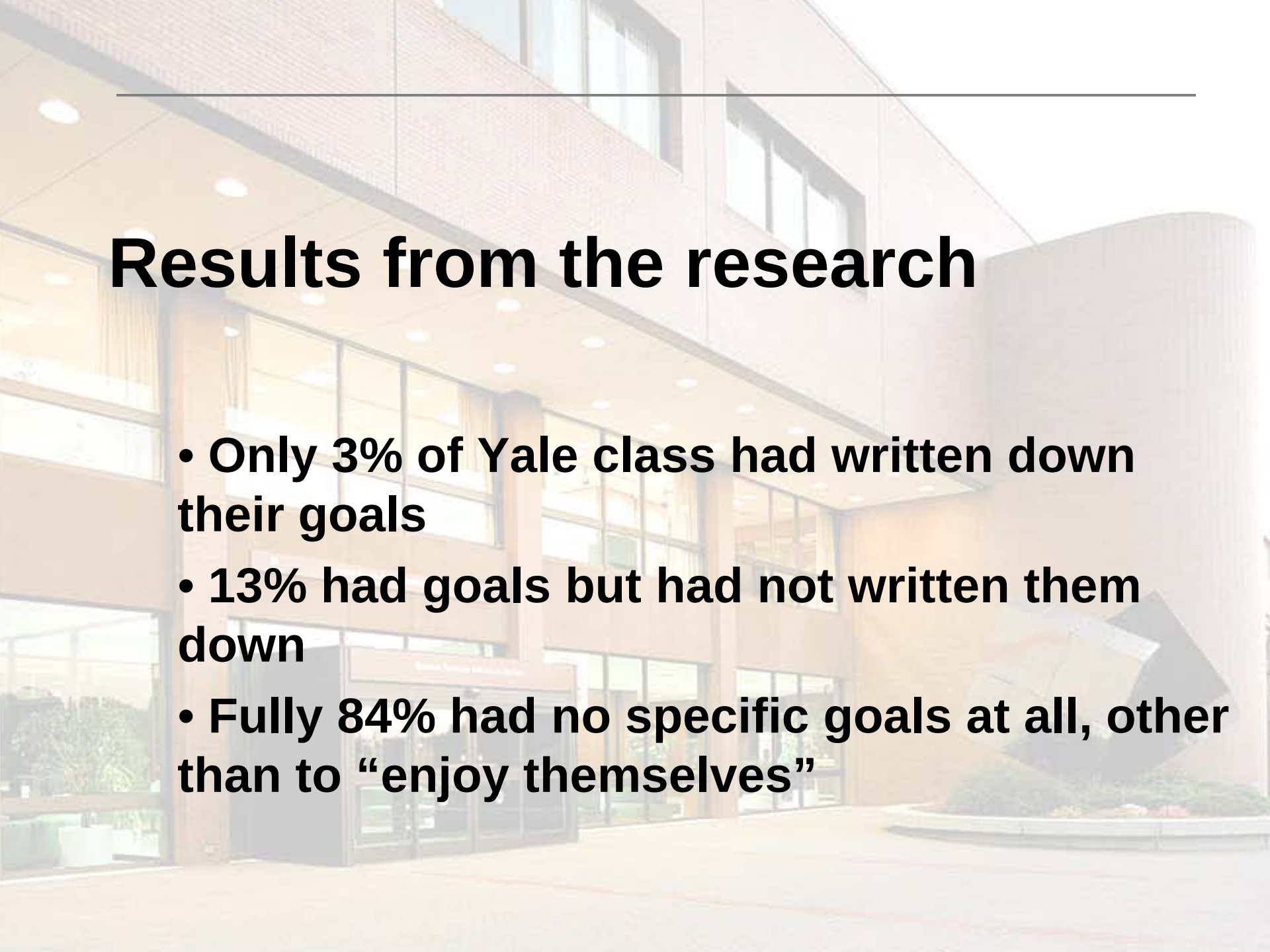
**“ A goal is a dream with a deadline”
- Unknown**





In the Success Magazine, researchers asked Yale's Class of 1953 three questions related to goals:

- 1) Have you set goals?**
- 2) Have you written them down?**
- 3) Do you have a plan to accomplish them?**



Results from the research

- Only 3% of Yale class had written down their goals
- 13% had goals but had not written them down
- Fully 84% had no specific goals at all, other than to “enjoy themselves”

In 1973, when the same class was resurveyed, here are the results

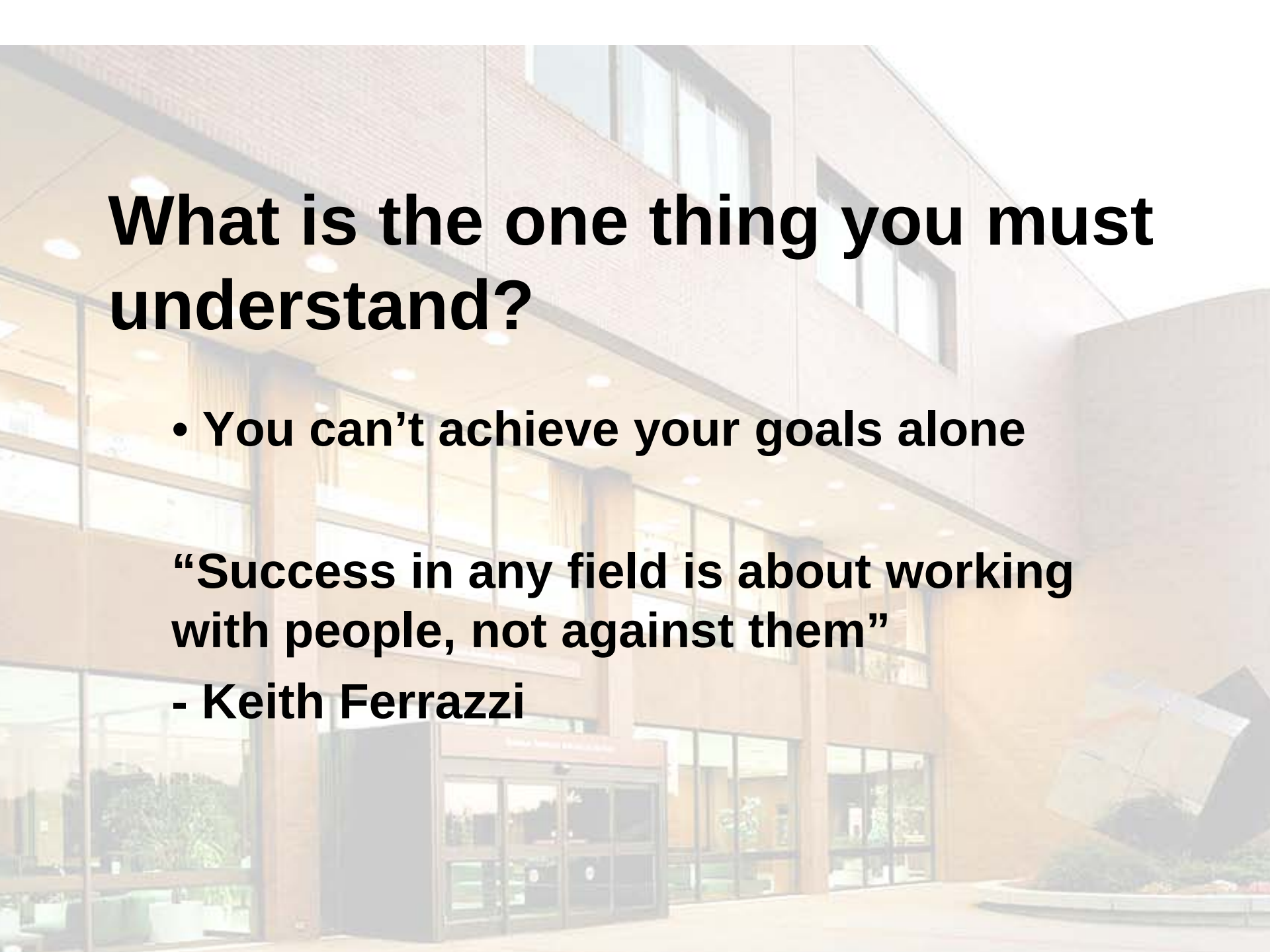
- The 13% who had goals but had not written them down were earning two times as the 84% graduates who had no goals at all.**
- The 3% who had written down their goals were earning 10 times as much as the other 97% of graduates combined.**



**To achieve your goals in life –
it doesn't matter:**

- 1) How smart you are**
- 2) How much talent you have**
- 3) Where you came from**
- 4) How much you started out with**

**All of above are important but they mean
little if you don't understand one thing.**



What is the one thing you must understand?

- You can't achieve your goals alone**

“Success in any field is about working with people, not against them”

- Keith Ferrazzi

Activity: How do you figure out your goal?

Step One A: Look Inside

- a) Develop a list of dreams and goals**
- b) Create a list of things that bring you happiness (clues can be found in hobbies, books, achievement, people, and things that move you)**

Activity: Continued

Step One B: Look Outside

a) Ask your class peer who knows you the best

1) strengths vs weaknesses

2) what they admire about you?

Activity: Continued

Step Two: Putting and Expanding Goals to Paper

Column I: What you would like to accomplish one to three years from today?

Column II: How will you accomplish these goals?

Column III: What is your target date to achieve them?

Column IV: What resources will you use to achieve them?

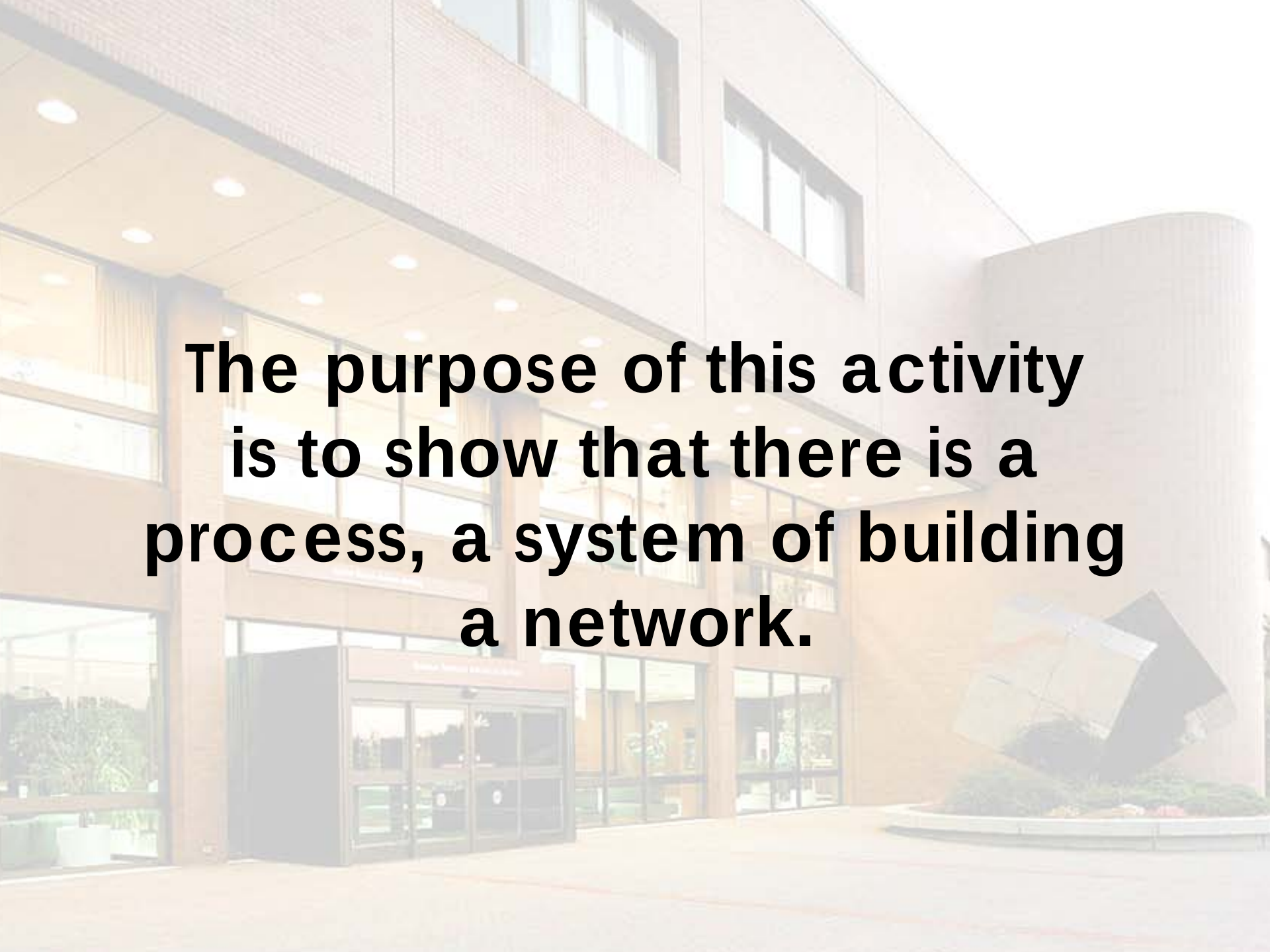


Activity: Continued

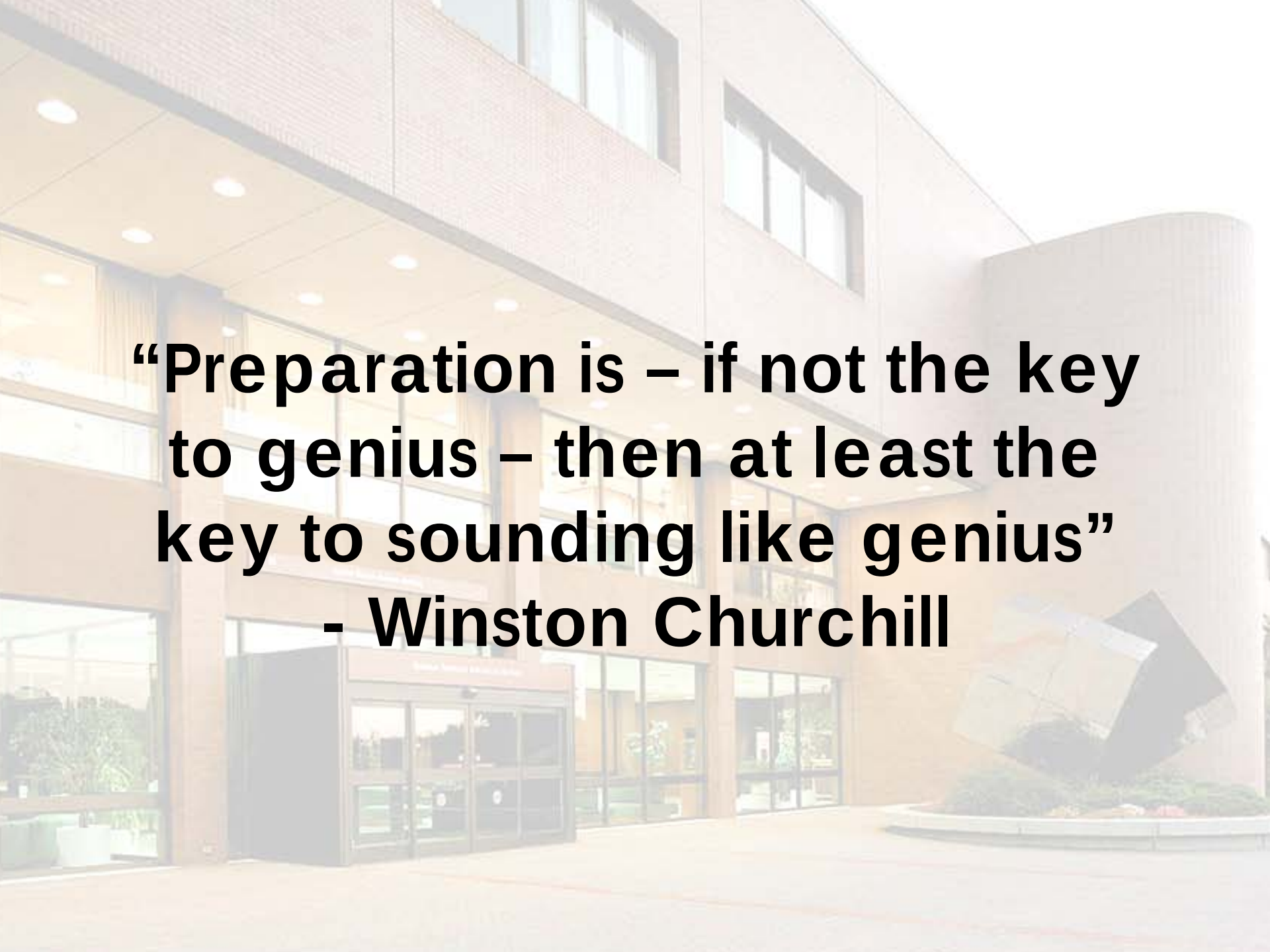
Step Three:

Create a Personal “Board of Advisors”

They may be made up of family members, professors, and/or former supervisors. It helps to have someone to act as cheerleader and hold you accountable.

The background image shows a modern, multi-story building with a mix of brick and large glass windows. A prominent curved section is visible on the right side of the building. In the foreground, there is a large, abstract sculpture made of several large, light-colored blocks. The scene is brightly lit, suggesting daytime.

**The purpose of this activity
is to show that there is a
process, a system of building
a network.**

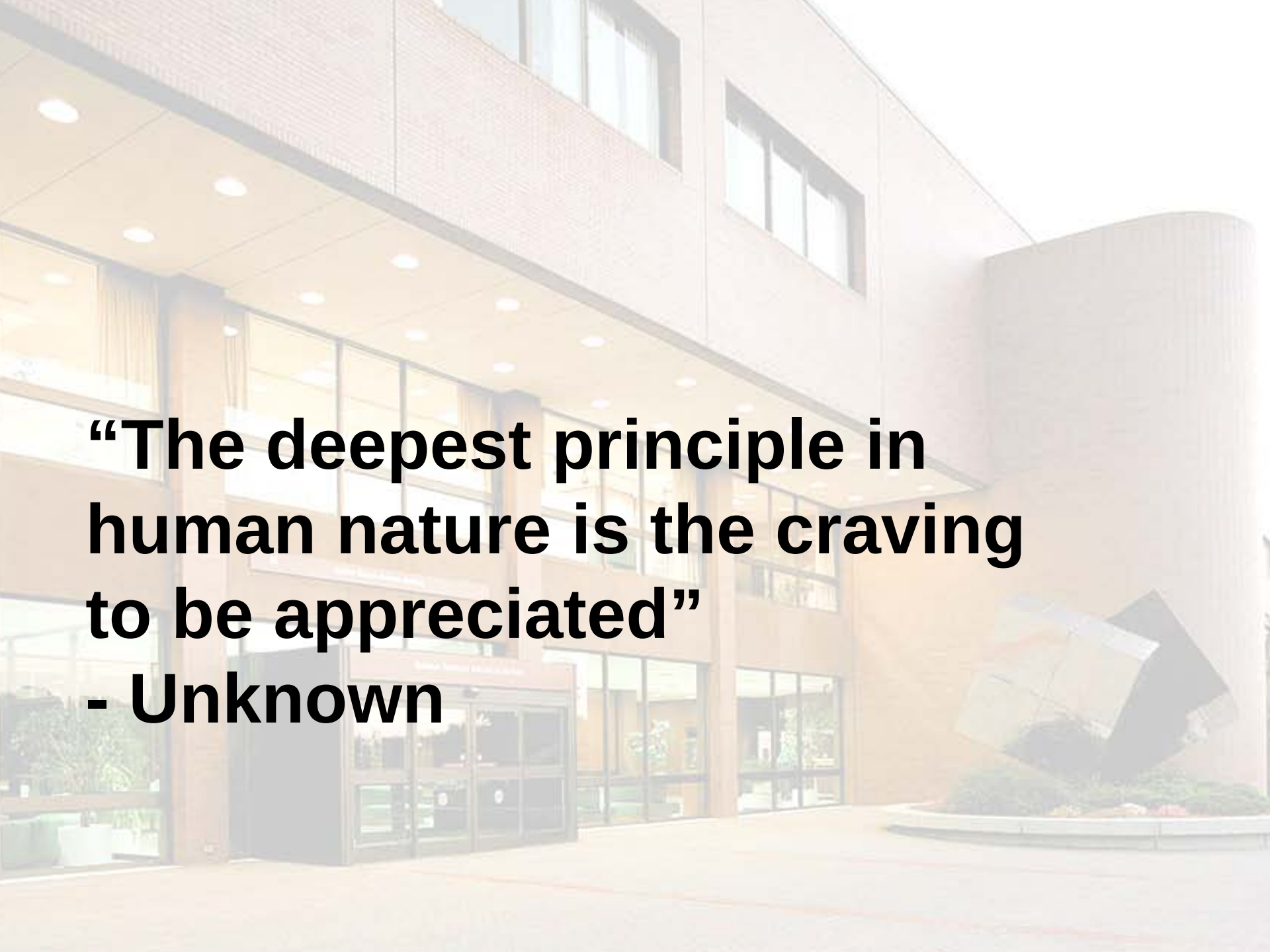
The background image shows a modern, multi-story building with a mix of brick and large glass windows. A prominent curved section is visible on the right side of the frame. The building appears to be a school or institutional structure. Overlaid on this image is a quote in large, bold, black text.

**“Preparation is – if not the key
to genius – then at least the
key to sounding like genius”
- Winston Churchill**

A modern brick building with large windows and a glass entrance, with a large abstract sculpture in the foreground.

Follow-up is the key to success in any field.

- **Most people don't follow up well.**
- **If you do follow-up, you will stand out from the crowd.**
- **Make follow-up a habit.**

A photograph of a modern building with large glass windows and a curved section. In the foreground, there is a sculpture made of several large, tilted rectangular blocks. The text is overlaid on the image.

**“The deepest principle in
human nature is the craving
to be appreciated”
- Unknown**

Where Do We Go From Here?

