

PROPERTY DEVELOPMENT SYSTEM

Goal Getting Action Plan

Notebook & a Pen

Just by doing this exercise, you have increased your chances of success by more than 75%.

1. List 5 things you have already accomplished that you are proud of?

They don't have to be important to the world; they just have to be important to you. These are the things you have accomplished without writing them down, may be haphazardly, without going through a workshop.

2. What do you want in the next 10 years? (List at least 50 things)

No Limit: Anything is possible, you just cannot lose and you can have anything and everything, as long as you can put it down on paper. Write without thinking.

Let your mind run FREE: These are not the things that you can get, it's what you want.

- Write them down one under the other.
- No limit goals
- Blue Sky thinking
- Places to go
- Personal life
- Financial
- Number of Properties
- Size of your property development project
- You ability to crunch number - if that an area you are very strong in.
- Bank balances
- Skills you wanna have
- How you wanna spend your weekends
- What would give you the most incredible life
- May be you wanna star in a movie
- New house, new Mansion
- Holiday home
- Money you would want to give away
- What would you like your kids to be or grow up to be
- The kind of time you would like to spend with your kids.
- No limitation and complete control of your time.
- What would be an unbelievable life for you.
- Some of you may wanna bury someone under a pile of money.
- Learn a new craft
- Any new skills that you would want to learn
- A house for each of the four seasons
- You can't have it unless you can think of it. To the believer, everything is possible.
- Fill it up with as much progress & achievement as possible.

3. Rate Each Item and now give it a TIME FRAME - 1, 3, 5 & 10 Years.

4. Bifurcate them under the following heads.

- a. Family
- b. Personal
- c. Business
- d. Financial
- e. Health

14. Determine a deadline for your short term goals.

13. Determine how will you measure progress of these goals?

- Mile Stones
- Monthly Actions
- Weekly Actions

12. Determine the price you will have to pay in additional work, time & commitment to achieve your goals.

11. What would have to happen from this point forward for me to achieve my goals in the future?

10. How will you achieve these skills and knowledge?

9. How will it enhance my life if I took these actions?

- Greater happiness
- Joy
- Success
- Freedom
- Pride
- Self Esteem

8. What will it cost you if you don't take these actions?

How not changing your behavior will be more painful than changing it.

7. What actions can you take right now that will bring you closer to your most important goals?

- If you have decided to become a property developer, what can you start straight away?
- If you've decided to quit smoking, what could you do with your cigarettes?
- If you've decided to loose weight, what could you do with the left over cake in your fridge?
- Who could you call?
- What could you commit to?
- What letter could you write?
- What could you do instead of your old behavior?
- What have you been putting off?

6. What person must I become to accomplish these goals?

- Set a goal for what it would make of you in the process.
- Additional knowledge you would require 5 years from now.
- In what areas you would be recognized
 - The skills you need to learn
 - The processes you need to learn
 - The strategies you need to learn
 - The muscle you need to develop
- This is a process of learning and becoming on the way to achieving your goals.
- Make sure you challenge yourself. It's the challenge that creates that muscle.

5. List 4 most important goals from the list?

- Why are those 4 important?
- What will they do for you?
- What will they accomplish for you?