

## **Me vs. Me (Goal Setting)**

Why do so many people say they're in competition against everyone else? The Me vs. The World attitude! People who feel they must compete against the world usually find out they're on the losing end of the battle. They are so focused on what everyone else is doing, they forget about what they need to do to be successful.

Several months back I introduced you to "The Strangest Secret" in an article entitled "The Secret's Out". As Earl Nightingale said, "Only 5% of us will be successful". In my opinion, the other 95% are trying to compete against the world. If they would only realize, it's up to them to choose to be successful. If they just focused on setting their own goals and standards, they would start seeing success.

Me vs. Me! I've realized many years ago that only I can control my thinking, successes, failures, career, etc. Others may influence my decisions, but I have control over my decisions in life. Even managers think too many times, how can I get these people to change their attitudes and listen to what I'm saying. Again, you can only influence the choices of others. If they choose to go down the wrong path, it is not your fault. Unless, you lead them down that path.

Life is about setting goals. Each of you needs to choose your path and start working to achieving the goals you wish. I use the Post-it® note system. I put these notes on my mirror and amazingly, I achieve every goal I have put on it. Some people use their memory and just plant the goal in their head. Seriously, write it down! Once you've written something down, you have taken ownership of your goals. Don't concern yourself with how everyone else is holding you back. Focus on how you need to defeat yourself and rise up to the side of you that is affected by outside influences that may hold you back.

Start with something small. I started with a goal to lose 5 lbs. in one month. I lost 6 lbs. that month. Then I figured I could lose 30 lbs. by my birthday. I lost 25 lbs. and recently achieved the 5 extra lbs. Yes, I may not have achieved the original goal, but I did achieve it once I realized that outside influences held me back. Must have been the beer and Jack Daniels in Nashville, TN!

Set up 30 day goals that you can manage and reach. It becomes a habit to you and you will see so much success. The "vs. me" attitude will help you defeat the others you conform too. Don't conform! 95% of the people don't like to see others be successful. Jealousy sets in and they will do what they can to hold you back.

Come join me on the other side! It's pretty cool over here. As Dave Ramsey, Nationally Syndicated Radio Show Host says: "Live like no one else, so you can live like no one else!" Check out his website at [www.daveramsey.com](http://www.daveramsey.com)

Great Selling!

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