

An aerial photograph of a city skyline, likely New York City, is shown in grayscale. A large, semi-transparent blue rectangle is overlaid on the center of the image. At the top of this blue rectangle, a black banner with a downward-pointing arrow shape contains a white double quote symbol. Below the banner, the quote is written in white, sans-serif font. At the bottom of the blue rectangle, the name 'SOCRATES' is written in white, all-caps, sans-serif font.

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The secret of
change is to focus
all your energy,
not on fighting the
old, but on building
the new.

SOCRATES

How to Achieve More - Even If You're a Procrastinator

You have an idea for a new business, but you have yet to make it happen.

It's a great idea. You love the idea of being your own boss, but ...

You're comfortable.

Your job's good, and you have your daily routine... but you have this idea ...

You have a list of action items to get started, but by the end of a long week, the last thing you want is more work.

What's the best first step?

1. Take a class in cooking a Vietnamese meal.
2. Write an in depth business plan.

It's #2, right? Because everyone knows the first step to success is setting goals, so it makes sense to write a business plan.

I say, no!

Why?

Because sometimes you need to start small.

If I'm not reaching my goals, I focus on making a small positive change - even if it's unrelated.

Sometimes it's not about the goal at all. Let's face it. Goal setting is overwhelming. Just a few goals means new tasks on your TO DO List.

It also means you might disrupt your comfortable routine.

The truth is, new goals often mean changing habits - and that's easier said than done!

CHANGE - that's the real challenge.

We know change can be good - but we avoid it. Because it's just easier.

That's why I say take the Vietnamese cooking class rather than writing the business plan. What's the point of writing a business plan, if we're not going to follow through on it?

If you're feeling stagnant, shake things up.

Other ideas:

- Read one of the Russian classics
- Visit a new continent/country or region
- Do something cultural at least once a month
- Go on an outing to a new place that you've never visited
- Improve your skiing

Yes they're irrelevant to starting a new business - but they accomplish more than you know. When you discover a new interest, learn a new skill, or develop a new hobby, you train yourself to change!!!

You trick yourself in learning to change - in a positive way.

Although change isn't always easy. It's often necessary. One small change gets us moving - it gets us in motion. So that we can join the doers in the world.

Choose action over inaction. Do it today - and tweak it tomorrow if needed.

You know what they say, "The definition of insanity is doing the same thing over and over again, and expecting different results."

Do you want new levels of success? Do you want less stress? More money? Then change must happen.

Once the cycle of setting small goals and accomplishing them becomes a habit, it's an ongoing and rewarding journey. When you reach one goal, there's a new one around the corner. Goal setting is now a habit. Change is now a habit.

So make a small change now. Don't wait. There'll never be a more perfect time than now.

Is every new action going to lead you to the perfect result? Probably not. Especially if you're being extra creative.

That's okay!

You can shatter your goals - just by making change a habit. Try new activities. Start a new hobby. It will lead you into the world of doers.

So here's your action item: pick just one new activity and start today!

Want to learn more about taking your goals to new heights? Visit our website at: