

# Julie Gaver

## Professional Speaking & Corporate Training

Winter 2005

Happy New Year!

Theme: Goal Setting

“What would you do if you knew you could not fail?”



In the book, I Will Not Die an Unlived Life, by Dawna Markova, the author tells of a scientific experiment that involved

baby fish. These fish were placed in a small fish tank which was ultimately placed inside a much larger tank. Although they could see other fish swimming about in the larger tank, they could not intermingle. Eventually, the fish became full grown. The scientist then assimilated the “small tank” fish into the larger tank and observed their swimming patterns. What do you think happened? In spite of the fact that their “world” had greatly expanded, the fish continued to swim in a pattern as if the barrier still existed.

Our comfort zone is very similar to that fish tank. Old habits, paradigms and often fear keep us from expanding our horizons and living life with audacity and verve.

- What represents your glass wall?
- What would you attempt if you knew it did not exist?
- What's holding you back, and what can you do about it? In other words.....

What would you do if you knew you could not fail?

Happy New Year! Let's make this a year with no barriers. As Dori said to Marlin in Finding Nemo, “just keep on swimming.”

Need inspiration? Check out one of the following movies to be reminded of what happens when you pursue a goal with passion:

- *Finding Nemo*
- *The Rookie*
- *Lord of the Rings*

Inspiring Quotes about Goals:



“The rung of a ladder was never meant to rest upon, but only to hold a man's foot long enough to enable him to put the other one higher.” *Jo Petty*

“Setting goals is the first step in turning the invisible into the visible.” *Tony Robbins*

“Act like you expect to get into the end zone.” *Joe Paterno*

“I am not interested in the past. I am interested in the future for that is where I expect to spend the rest of my life.” *Charles Kettering*

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## Thoughts from the heart

Fifteen years ago I heard a speaker talk about the importance of goal setting. She described a lifetime goal as the *vision* you have for your life and work. We were instructed to jot down our thoughts and to ultimately use this "vision" as the foundation for creating short and long term actions steps.

I recently found my notes from that session and wanted to share them with you. In 1990, I wrote that what I most wanted in my life was to some day find a position which:

- improved the quality of life for others,
- allowed me to meet and work with a variety of people,
- would provide me with opportunities to utilize my speaking talent.

I did not know at the time what all that meant or what job could possibly provide me with that wish list.

As I begin my eighth year as "*Julie Gaver, Professional Speaker and Corporate Trainer*", I realize that my vision did become reality. To be honest, I did not read and re-read those thoughts and reflect on them every day, as the speaker advised. But it happened. And I truly believe that it did because I wrote it down! When we commit our thoughts and plans to paper, it enters into our subconscious in such a way that we are open to the *possibility* of it.

This journey has been a meaningful one. Thank you for the role you have played in helping me to make my *passion* my *profession*. I look forward to working with you in the coming year.

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## Setting Goals the SMART\* Way!

- S - Specific
- M - Measurable
- A - Attainable
- R - Realistic
- T - Time specific



*\*Dale Carnegie*

- Goals should be stated in a way that they satisfy the SMART acronym.\*
- State a goal in the positive. *ie.* verbalize that you are a "non-smoker", not someone who needs to quit smoking.
- Commit your goals to paper with specific action steps needed to accomplish the goal. It makes you accountable to yourself.
- Share your goal only with one or two people who will genuinely support you. We all have friends and colleagues who mean well but seem to sabotage our efforts.
- Celebrate your successes all along the way. Don't wait until the very end. It keeps you motivated to stay in the game!



## Looking ahead to 2005

Schedule your next (*or first*) **strategic planning meeting** today. Employees who are involved in setting company goals work harder to help achieve them.

Then call me to facilitate. I'll ask the questions. You'll search for the answers. Together we'll not only create your *vision* but provide you with the *road map* to get there. Happy New Year!