



Your Distraction-Proof® Pathway

Your Distraction-Proof Pathway guides your focus and actions as you work to achieve your TARGET Goals. The three columns on the Pathway worksheet allow you to see, at a glance, your TARGET Goal, the priorities you need to implement, and what the result is going to look like. This format allows you to see all this important information on a single page.

My Distraction-Proof Pathway Worksheet

TARGET Goal	Goal-Reaching Priorities	Benefits and Results

See the blank “My Distraction-Proof Pathway Worksheet” Word document sent to you with this instruction document.

Here is how to use each of the columns on the worksheet:

TARGET Goal

Now that you’re using TARGET Goals to specifically identify your dreams and desires, you’re on your way to achieving specific, measurable, and realistic results. Transfer your TARGET Goal(s) to the Distraction-Proof Pathway worksheet and make any additional notes which will be helpful in answering these three questions:

- a. What do I want to change in my life in the next 3-6 months?
- b. What do I want to improve?
- c. What is in my way? Or what do I want to overcome?

Remember to include the deadline you set for your TARGET Goal on your Pathway Worksheet.

Goal Reaching Priorities

Goal Reaching Priorities describe the tactics you'll implement to achieve your goals. You are simply determining your most important activities. They should answer the questions:

- a. What specific activities will I undertake to achieve my goal?
- b. What actions need my most urgent attention (i.e. must be done first) and which are less critical?
- c. What resources, information, or contacts do I need to achieve my goal?

These activities will be the foundation from which you will develop your weekly activity or "to do" list.

Benefits & Results

Benefits & Results name how making progress toward your goals fits into the big picture of your life. Once you've set your TARGET Goals, move to the third column, and list the benefits and results of completing your TARGET Goals.

Why are you taking the actions you have identified? What will accomplishing these steps enable you to go on and do? Why are you doing what you're doing? What will you experience upon reaching your goals? How will that feel? What will it allow you to do next?

Naming these consequences of your activities can be very motivating and a great help to keeping you on the best track toward your chosen destination. By vividly imaging what completing your goals will feel like, you'll be inspired and more easily remain focused.

My Distraction-Proof Pathway Worksheet

TARGET Goal	Goal-Reaching Priorities	Benefits and Results
To increase the number of clients with investible assets of \$1 million+ by 10% before the end of the third quarter.		<ul style="list-style-type: none">- Enough income to take a 4-day weekend mini-vacation with my spouse each quarter- Ability to increase philanthropic donations- Funds to find and remunerate best quality support staff

Here is a Distraction-Proof Pathway sample for an example of a completed pathway for a specific TARGET Goal.

My Distraction-Proof Pathway Worksheet

TARGET Goal	Goal-Reaching Priorities	Benefits and Results
To increase the number of clients with investible assets of \$1 million+ by 10% <u>before</u> the end of the third quarter.	<ul style="list-style-type: none">- Ask for referrals (one per week)- Increase centers of influence (one meeting/month)- Realistically allocate admin time- Systemize existing client communication plan- Establish prospecting program (quarterly seminars)	<ul style="list-style-type: none">- Enough income to take a 4-day weekend mini-vacation with my spouse each quarter- Ability to increase philanthropic donations- Funds to find and remunerate best quality support staff

Once you've considered and completed the Benefits and Results column of the Pathway Worksheet, then consider what the Goal-Reaching Priorities need to be.

Now by keeping the Benefits and Results in front of you and remaining excited about what and how your success will feel like, you'll be more motivated to focus on the main priorities that you now need to commit your time, focus and attention to, ensuring you succeed sooner.

View Your Pathway Daily

It is vital that you take a couple of minutes each day to review your Distraction-Proof Pathway Worksheet. Read it carefully to keep the elements of your big-picture view vivid. How do the actions that you have planned for the rest of the day measure up against your Goal Reaching Priorities? Will they move you closer to your result? If so, great! If not, how can you adjust your day to make sure you're spending quality time heading toward what you've said is most important?